EVALUATING THE MARKET EFFECTS OF SOUTHERN CALIFORNIA EDISON'S COMMERCIAL AND INDUSTRIAL ENERGY EFFICIENCY PROGRAMS

STUDY ID NUMBERS 3505 AND 3506
TECHNICAL APPENDIX

Submitted to

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Submitted by

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P784-320

30 March 1998

Contents of Technical Appendix

Hello, this is _____. I'm calling from Quantum Consulting on behalf Southern California Edison.

May I please speak with your facilities manager or manager?

IF ASKED WHY

Edison is working with the California Public Utilities Commission to evaluate its existing energy-efficiency programs to help design more attractive programs for Californians in the future. To support this effort weíd like to ask a few questions about recent changes in your firmís electrical equipment.

Hello, this is ___. I'm calling from Quantum Consulting on behalf of Southern California Edison. I was told that you were the best person to talk to about your firm's electrical equipment at _____.
Is this correct?

Weíre helping Edison evaluate its energy-efficiency programs so that more attractive programs can be offered to businesses and organizations like yours in the future.

We'd like to ask a few questions about recent changes in your firm's cooling and lighting equipment at ADDRESS?

The survey only takes 10 minutes or so, is now a good time?

aa001. What is the main business ACTIVITY at the facility?

Office

Retail (nonfood)

Manufacturing/Assembly

Warehouse

Restaurant

Grocery Store

School (K12)

Hotel or Motel

Hospital

College/University

Health Care

Construction

Other (please specify

rf (refused)

dk (don't know)

aa002. How many employees work at this facility?

aa003. What is the square footage of the area at the facility?
88888 IS RF 99999 IS DK

aa003a. Approximately how many years old is this facility?

Now I'd like to ask you some questions regarding the importance of energy efficiency and conservation to your company.

On a scale of 1 to 6, with 1 being extremely unimportant and 6 being extremely important, how important is each of the following:

ee004. Improving energy efficiency to reduce operating costs.
ee004a Improving energy efficiency to protect the environment.
ee005 Your energy concerns compared to other business concerns.
ee005a Recycling more to reduce costs.
ee005b Recycling more to protect the environmen.

As I mentioned earlier, we are interested in recent changes in your firm's electrical equipment.
Since January 1995, have you installed any of the following equipment at this facility?

ch001. Packaged air conditioning (Rooftop, Ground, Unitary, Split)
1=yes
0=no
8=rf
9=dk

ch002. Fluorescent lighting

ch003. Motors

ch004. Adjustable speed drives

ch005. Energy management systems for lighting or HVAC

FOR THOSE NOT INSTALLED SINCE 1995:ASK

In the next two years, which of the above types of equipment are you planning to replace?

PACKAGED AIR CONDITIONING
IF ASKED FOR DEFINITION:
(A packaged air conditioning unit is a system that is sold as a complete unit. A packaged A/C system may have the air handling unit enclosed with the compressor/condenser unit, in which case it is called a unitary system; or it may have the air handling unit placed indoors, in which case it is called a split system. Packaged air conditioning units are often located on the roof of a building, or they may be located on the ground.)

ac001. In what YEAR did you make the changes to the packaged a/c system?
IF R GIVES YEAR NOT IN RANGE SKIP BACK TO WHAT CHANGES AND REASK QUESTION

1=1997
2=1996
3=1995
4=1994
5=Other years
6=rf
7=dk

How many new packaged a/c units were installed? (ENTER BELOW)

What is the capacity, in tons or BTUH, of each unit?
USE 9999 AS DK AND 8888 AS RF

DEFINITIONS:
THE CAPACITY OF A COOLING SYSTEM REFERS TO THE AMOUNT OF COOLING THAT A GIVEN A/C OR CENTRAL COOLING SYSTEM CAN PROVIDE. THIS CAPACITY IS GIVEN IN BTUH (BRITISH THERMAL UNITS PER HOUR) OR TONS. ONE TON IS EQUIVALENT TO 12,000 BTUH.

Was that in tons or BTUH?
USE 9999 AS DK AND 8888 AS RF

tons
BTUH
RF
DK

What is the efficiency rating in SEER or EER of the packaged a/c system that you purchased?
SEER CAN ONLY BE 9 - 15
EER CAN ONLY BE 8 - 14
YES, YOU MAY ENTER DECIMALS

Is that SEER (Seasonal Energy Efficiency Rating) or EER (Energy Efficiency Rating)?

SEER
EER
RF
DK

NOTE: This data entry section will be numbered using acxxx. There will be an indicator of whether it's tons/btuh and seer/eer.

1. Tons/BTUH _____ SEER/EER _____ # installed _____
2. Tons/BTUH _____ SEER/EER _____ # installed _____
3. Tons/BTUH _____ SEER/EER _____ # installed _____
4. Tons/BTUH _____ SEER/EER _____ # installed _____
5. Tons/BTUH _____ SEER/EER _____ # installed _____

***IF DON'T KNOW SEER/EER, ASK ac050:

ac050. Did you purchase a STANDARD efficiency a/c system, or did you pay extra for a high efficiency system?

1=Standard efficiency
2=High efficiency
3=rf
4=dk

ac051a What was the age of the system you replaced?

ac051. Did you receive an Edison rebate for any of these units?

ac052. What is the square footage of the conditioned area at the facility?
88888 IS RF 99999 IS DK

I am going to read a list of statements which may or may not apply to your experiences when you were shopping for your new cooling system. Please indicate, on a scale of 1 to 10, whether you agree or disagree, where 1 means you strongly disagree and 10 means you strongly agree, with each of the statements. If you are unable to answer because you don't know, please let me know.

ac100. Overall, I am quite familiar with high efficiency air conditioning technologies.

ac101. Determining if high efficiency air conditioning is appropriate for our application requires too many resources.

ac103. It is very difficult to find high-efficiency air conditioning units in this area.

ac105. Acquiring high efficiency air conditioning units is more of a hassle than for standard efficiency units.

ac107. Sales people are touting high-efficiency air conditioning units strictly for their own benefit.

ac109. Someone else would gather the benefits of our company investing in high-efficiency air conditioning units.

ac111. High-efficiency air conditioning units have performance problems.

ac113. It is hard to get financing for high-efficiency air conditioning units.

ac114. (The initial investment required by high-efficiency air conditioning units is too great for our company.)

ac115. Our organization does not have the time or personnel available to monitor the installation and operation of high-efficiency air conditioning units.

ac116. (The proper operation of high-efficiency air conditioning units requires more time and training than our company can afford.)

ac117. High-efficiency air conditioning units are too innovative a technology for our organization.

ac118. (The standard operating procedures of our purchasing department do not accommodate the purchase of more costly high-efficiency air conditioning units.)

ac119. High-efficiency air conditioning units often include extra features that are expensive and unnecessary.

ac121. Once a high-efficiency air conditioning unit is installed, it's a decision we're stuck with for the life of the unit.

IF A/C INSTALLED, BUT NO EMS INSTALLED, ASK:

ac200. When you installed your new A/C equipment, did you consider also installing an energy management system?

IF ASKED, PROVIDE DEFINITION OF EMS: AN ENERGY MANAGEMENT SYSTEM IS A DEVICE OR GROUP OF DEVICES THAT AUTOMATICALLY MONITORS AND CONTROLS YOUR FACILITY'S HEATING, COOLING, VENTILATION, AND/OR LIGHTING EQUIPMENT ACCORDING TO PRE-PROGRAMMED INSTRUCTIONS. EXAMPLES OF ENERGY MANAGEMENT SYSTEMS INCLUDE OCCUPANCY SENSORS, TIME CLOCKS, AND LIGHTING LEVEL SENSORS FOR LIGHTING SYSTEMS. FOR HVAC SYSTEMS, EXAMPLES OF ENERGY MANAGEMENT SYSTEMS INCLUDE PROGRAMMABLE THERMOSTATS AND ECONOMIZERS.

IF YES, ASK:

I am going to read a list of statements which may or may not apply to your experiences when you were considering an energy management system. Please indicate, on a scale of 1 to 10, whether you agree or disagree, where 1 means you strongly disagree and 10 means you strongly agree, with each of the statements. If you are unable to answer because you don't know, please let me know.

ac201. Overall, I am quite familiar with energy management system technologies.

ac202. Determining if an energy management system is appropriate for our application requires too many resources.

ac204. It is very difficult to find energy management systems in this area.

ac206. Acquiring energy management systems is too much of a hassle.

ac208. Sales people are touting energy management systems strictly for their own benefit.

ac210. Someone else would gather the benefits of our company investing in energy management systems.

ac212. Energy management systems have performance problems.

ac214. It is hard to get financing for energy management systems.

ac215. (The initial investment required by energy management systems is too great for our company.)

ac216. Our organization does not have the time or personnel available to monitor the installation and operation of energy management systems.

ac217. (The proper operation of energy management systems requires more time and training than our company can afford.)

ac218. Energy management systems are too innovative a technology for our organization.

ac219. (The standard operating procedures of our purchasing department do not accommodate the purchase of energy management systems.)

ac220. Energy management systems often include extra features that are expensive and unnecessary.

ac222. Once an energy management system is installed, it's a decision we're stuck with for the life of the unit.

FLUORESCENT LIGHTING

I would like to ask you some questions about the changes in your fluorescent lighting equipment.

li001. In what YEAR did you make these changes to your lighting?

IF R GIVES YEAR NOT IN RANGE SKIP BACK TO WHAT CHANGES AND REASK QUESTION

1997
1996
1995
1994
Other years
rf
dk

What type of fluorescent lamps or fixtures did you install?

li010. T8 Lamps AND Ballasts
li011. T12 Lamps AND Ballasts
li012. Energy Saver Lamps AND Magnetic Ballasts
li013. Energy Saver Lamps AND Electronic Ballasts
li014. T8 Lamps ONLY
li015. T12 Lamps ONLY
li016. Energy Saver Lamps ONLY
li017. Electronic Ballasts ONLY
li018. Magnetic Ballasts ONLY
li019. Other (please specify)_____ (OTHER A)
li020. Other (please specify)_____ (OTHER B)
li088. rf
li099. dk

li100. Did you receive an Edison rebate for any of these installations?

IF DON'T KNOW TYPE OF LIGHTING FIXTURES, SKIP " NUMBER INSTALLED" QUESTIONS)

li200. How many T8 Lamps AND Ballasts, did you install?

li201. How many T12 Lamps AND Ballasts, did you install?

li202. How many Energy Saver Lamps AND Magnetic Ballasts, did you install?

li203. How many Energy Saver Lamps AND Electronic Ballasts, did you install?

li204. How many T8 Lamps ONLY, did you install?

li205. How many T12 Lamps ONLY, did you install?

li206. How many Energy Saver Lamps ONLY, did you install?

li207. How many Electronic Ballasts ONLY, did you install?

li208. How many Magnetic Ballasts ONLY, did you install?

li209. How many _____ (OTHER A) did you install?
888 IS RF 999 IS DK

li210. How many _____ (OTHER B) did you install?
888 IS RF 999 IS DK

***IF DON'T KNOW TYPE OF LIGHTING FIXTURES, ASK NEXT TWO QUESTIONS:

li220. Did you purchase STANDARD efficiency lighting equipment, or did you pay extra for a high efficiency system?

Standard efficiency
High efficiency
rf
dk

li221. Did you replace only the bulbs or both the bulbs and the fixtures?

Bulbs only
Bulbs and fixtures
rf
dk

li221a. Approximately how old was the lighting you replaced?

li222. What is the square footage of the lighted area at the facility?
88888 IS RF 99999 IS DK

li223. What percent of your lighted area did you replace?
888 IS RF 999 IS DK.

Next, I am going to read a list of statements which may or may not apply to your experiences when you were shopping for your new lighting equipment. Please indicate, on a scale of 1 to 10, whether you agree or disagree, where 1 means you strongly disagree and 10 means you strongly agree, with each of the statements. If you are unable to answer because you don't know, please let me know.

li230. Overall, I am quite familiar with high efficiency fluorescent lighting technologies.

li231. Determining if high efficiency lighting is appropriate for our application requires too many resources.

li233. It is very difficult to find high-efficiency lighting equipment in this area.

li235. Acquiring high efficiency lighting equipment is more of a hassle than for standard efficiency units.

li237. Sales people are touting high-efficiency lighting equipment strictly for their own benefit.

li239. Someone else would gather the benefits of our company investing in high-efficiency lighting equipment.

li241. High-efficiency lighting equipment has performance problems.

li243. It is hard to get financing for high-efficiency lighting equipment.

li244. (The initial investment required by high-efficiency lighting equipment is too great for our company.)

li245. Our organization does not have the time or personnel available to monitor the installation and operation of high-efficiency lighting equipment.

li246. (The proper operation of high-efficiency lighting equipment requires more time and training than our company can afford.)

li247. High-efficiency lighting equipment is too innovative a technology for our organization.

li248. (The standard operating procedures of our purchasing department do not accommodate the purchase of more costly high-efficiency lighting equipment.)

li249. High-efficiency lighting equipment often includes extra features that are expensive and unnecessary.

li251. Once high-efficiency lighting equipment is installed, it's a decision we're stuck with for the life of the fixtures.

IF LIGHTING PURCHASE, BUT NOT EMS PURCHASE, ASK:

li300. When you installed your new lighting equipment, did you consider also installing an energy management system?

IF ASKED, PROVIDE DEFINITION OF EMS: AN ENERGY MANAGEMENT SYSTEM IS A DEVICE OR GROUP OF DEVICES THAT AUTOMATICALLY MONITORS AND CONTROLS YOUR FACILITY'S HEATING, COOLING, VENTILATION, AND/OR LIGHTING EQUIPMENT ACCORDING TO PRE-PROGRAMMED INSTRUCTIONS. EXAMPLES OF ENERGY MANAGEMENT SYSTEMS INCLUDE OCCUPANCY SENSORS, TIME CLOCKS, AND LIGHTING LEVEL SENSORS FOR LIGHTING SYSTEMS. FOR HVAC SYSTEMS, EXAMPLES OF ENERGY MANAGEMENT SYSTEMS INCLUDE PROGRAMMABLE THERMOSTATS AND ECONOMIZERS.

IF YES, ASK:

I am going to read a list of statements which may or may not apply to your experiences when you were considering an energy management system. Please indicate, on a scale of 1 to 10, whether you agree or disagree, where 1 means you strongly disagree and 10 means you strongly agree, with each of the statements. If you are unable to answer because you don't know, please let me know.

li301. Overall, I am quite familiar with energy management system technologies.

li302. Determining if an energy management system is appropriate for our application requires too many resources.

li304. It is very difficult to find energy management systems in this area.

li306. Acquiring energy management systems is too much of a hassle.

li308. Sales people are touting energy management systems strictly for their own benefit.

li310. Someone else would gather the benefits of our company investing in energy management systems.

li312. Energy management systems have performance problems.

li314. It is hard to get financing for energy management systems.

li315. (The initial investment required by energy management systems is too great for our company.)

li316. Our organization does not have the time or personnel available to monitor the installation and operation of energy management systems.

li317. (The proper operation of energy management systems requires more time and training than our company can afford.)

li318. Energy management systems are too innovative a technology for our organization.

li319. (The standard operating procedures of our purchasing department do not accommodate the purchase of energy management systems.)

li320. Energy management systems often include extra features that are expensive and unnecessary.

li322. Once an energy management system is installed, it's a decision we're stuck with for the life of the unit.

MOTORS

I would like to ask you some questions about the changes in your motors.

mo001. In what YEAR did you make the changes to the motors? IF R GIVES YEAR NOT IN RANGE SKIP BACK TO WHAT CHANGES AND REASK QUESTION

1997
1996
1995
1994
Other years
rf
dk

mo002. How many new motors were installed?

What is the horsepower and efficiency rating of each motor that you installed? (IF DON'T KNOW EFFICIENCY %, ASK STANDARD VS HIGH EFFICIENCY AND ENTER S OR H)

1. hp _____ efficiency _____ # installed _____age_____
2. hp _____ efficiency _____ # installed _____age_____
3. hp _____ efficiency _____ # installed _____age_____
4. hp _____ efficiency _____ # installed _____age_____
5. hp _____ efficiency _____ # installed _____age_____

mo003. What was the approximate age of each of the motors that you replaced?
mo100. Did you receive an Edison rebate for any of these motors?

mo101. If yes, for how many?

IF DK EFFICIENCY, ASK NEXT QUESTION

mo102. Did you purchase (a) STANDARD efficiency motor(s), or did you pay extra for (a) high efficiency motor(s)?

Standard efficiency
High efficiency
rf
dk

I am going to read a list of statements which may or may not apply to your experiences when you were shopping for your new motor equipment. Please indicate, on a scale of 1 to 10, whether you agree or disagree, where 1 means you strongly disagree and 10 means you strongly agree, with each of the statements. If you are unable to answer because you don't know, please let me know.

mo200. Overall, I am quite familiar with high efficiency electric motor technologies.

mo201. Determining if a high efficiency motor is appropriate for our application requires too many resources.

mo203. It is very difficult to find high-efficiency motors in this area.

mo205. Acquiring high efficiency motors is more of a hassle than for standard efficiency motors.

mo207. Sales people are touting high-efficiency motors strictly for their own benefit.

mo209. Someone else would gather the benefits of our company investing in high-efficiency motors.

mo211. High-efficiency motors have performance problems.

mo213. It is hard to get financing for high-efficiency motors.

mo214. (The initial investment required by high-efficiency motors is too great for our company.)

mo215. Our organization does not have the time or personnel available to monitor the installation and operation of high-efficiency motors.

mo216. (The proper operation of high-efficiency motors requires more time and training than our company can afford.)

mo217. High-efficiency motors are too innovative a technology for our organization.

mo218. (The standard operating procedures of our purchasing department do not accommodate the purchase of more costly high-efficiency motors.)

mo219. High-efficiency motors often include extra features that are expensive and unnecessary.

mo221. Once a high-efficiency motor is installed, it's a decision we're stuck with for the life of the unit.

IF MOTOR PURCHASE, BUT NOT ASD PURCHASE, ASK:

mo300. When you purchased your new motor(s), did you consider also purchasing adjustable speed drives?

IF ASKED, PROVIDE DEFINITION OF ASD: AN ELECTRONIC CONTROL THAT PROVIDES POWER TO AND VARIES THE SPEED OF AN ELECTRIC MOTOR TO HANDLE VARIABLE LOADS

IF YES, ASK:

I am going to read a list of statements which may or may not apply to your experiences when you were considering adjustable speed drive equipment. Please indicate, on a scale of 1 to 10, whether you agree or disagree, where 1 means you strongly disagree and 10 means you strongly agree, with each of the statements. If you are unable to answer because you don't know, please let me know.

mo301. Overall, I am quite familiar with adjustable speed drive technologies.

mo302. Determining if an adjustable speed drive is appropriate for our application requires too many resources.

mo304. It is very difficult to find adjustable speed drives in this area.

mo306. Acquiring adjustable speed drives is more of a hassle than simply buying a new motor.

mo308. Sales people are touting adjustable speed drives strictly for their own benefit.

mo310. Someone else would gather the benefits of our company investing in adjustable speed drives.

mo312. Adjustable speed drives have performance problems.

mo314. It is hard to get financing for adjustable speed drives.

mo315. (The initial investment required by adjustable speed drives is too great for our company.)

mo316. Our organization does not have the time or personnel available to monitor the installation and operation of adjustable speed drives.

mo317. (The proper operation of adjustable speed drives requires more time and training than our company can afford.)

mo318. Adjustable speed drives are too innovative a technology for our organization.

mo319. (The standard operating procedures of our purchasing department do not accommodate the purchase of adjustable speed drives.)

mo320. Adjustable speed drives often include extra features that are expensive and unnecessary.

mo322. Once an adjustable speed drive is installed, it's a decision we're stuck with for the life of the unit.

ADJUSTABLE SPEED DRIVES

I would like to ask you some questions about your purchase of adjustable speed drives.

IF ASKED, PROVIDE DEFINITION OF ASD: AN ELECTRONIC CONTROL THAT PROVIDES POWER TO AND VARIES THE SPEED OF AN ELECTRIC MOTOR

as001. In what YEAR did you purchase the adjustable speed drive equipment?
IF R GIVES YEAR NOT IN RANGE SKIP BACK TO WHAT CHANGES AND REASK QUESTION

1997
1996
1995
1994
Other years
rf
dk

as002. How many adjustable speed drive units were installed?

as003. What is the total horsepower of the motors controlled by the new ASDs?

as004. Did you receive an Edison rebate for any of these adjustable speed drive units?

as005. What percent of your motors are controlled by adjustable speed drives?

as006. What percent of the total motor horsepower at your facility is controlled by adjustable speed drives?

I am going to read a list of statements which may or may not apply to your experiences when you were shopping for your new adjustable speed drive equipment. Please indicate, on a scale of 1 to 10, whether you agree or disagree, where 1 means you strongly disagree and 10 means you strongly agree, with each of the statements. If you are unable to answer because you don't know, please let me know.

as100. Overall, I am quite familiar with adjustable speed drive technologies.

as101. Determining if an adjustable speed drive is appropriate for our application requires too many resources.

as103. It is very difficult to find adjustable speed drives in this area.

as105. Acquiring adjustable speed drives is more of a hassle than simply buying a new motor.

as107. Sales people are touting adjustable speed drives strictly for their own benefit.

as109. Someone else would gather the benefits of our company investing in adjustable speed drives.

as111. Adjustable speed drives have performance problems.

as113. It is hard to get financing for adjustable speed drives.

as114. (The initial investment required by adjustable speed drives is too great for our company.)

as115. Our organization does not have the time or personnel available to monitor the installation and operation of adjustable speed drives.

as116. (The proper operation of adjustable speed drives requires more time and training than our company can afford.)

as117. Adjustable speed drives are too innovative a technology for our organization.

as118. (The standard operating procedures of our purchasing department do not accommodate the purchase of adjustable speed drives.)

as119. Adjustable speed drives often include extra features that are expensive and unnecessary.

as121. Once an adjustable speed drive is installed, it's a decision we're stuck with for the life of the unit.

ENERGY MANAGEMENT SYSTEMS

I would like to ask you some questions about the changes in your energy management system, or EMS.

IF ASKED, PROVIDE DEFINITION OF ENERGY MANAGEMENT SYSTEMS: AN ENERGY MANAGEMENT SYSTEM IS A DEVICE OR GROUP OF DEVICES THAT AUTOMATICALLY MONITORS AND CONTROLS YOUR FACILITY'S HEATING, COOLING, VENTILATION, AND/OR LIGHTING EQUIPMENT ACCORDING TO PRE-PROGRAMMED INSTRUCTIONS. EXAMPLES OF ENERGY MANAGEMENT SYSTEMS INCLUDE OCCUPANCY SENSORS, TIME CLOCKS, AND LIGHTING LEVEL SENSORS FOR LIGHTING SYSTEMS. FOR HVAC SYSTEMS, EXAMPLES OF ENERGY MANAGEMENT SYSTEMS INCLUDE PROGRAMMABLE THERMOSTATS AND ECONOMIZERS.

em001. In what YEAR did you make the changes to the energy management system?
IF R GIVES YEAR NOT IN RANGE SKIP BACK TO WHAT CHANGES AND REASK QUESTION

1997
1996
1995
1994
Other years
rf
dk

em002. Did you receive an Edison rebate for this energy management system?

em003. Did this EMS replace an existing EMS or was it a first time installation?

em004. What conditions does this energy management system control?

HVAC only
lighting only
both HVAC and lighting

I am going to read a list of statements which may or may not apply to your experiences when you were shopping for your new energy management system. Please indicate, on a scale of 1 to 10, whether you agree or disagree, where 1 means you strongly disagree and 10 means you strongly agree, with each of the statements. If you are unable to answer because you don't know, please let me know.

em100. Overall, I am quite familiar with energy management system technologies.

em101. Determining if an energy management system is appropriate for our application requires too many resources.

em103. It is very difficult to find energy management systems in this area.

em105. Acquiring energy management systems is too much of a hassle.

em107. Sales people are touting energy management systems strictly for their own benefit.

em109. Someone else would gather the benefits of our company investing in energy management systems.

em111. Energy management systems have performance problems.

em113. It is hard to get financing for energy management systems.

em114. (The initial investment required by energy management systems is too great for our company.)

em115. Our organization does not have the time or personnel available to monitor the installation and operation of energy management systems.

em116. (The proper operation of energy management systems requires more time and training than our company can afford.)

em117. Energy management systems are too innovative a technology for our organization.

em118. (The standard operating procedures of our purchasing department do not accommodate the purchase of energy management systems.)

em119. Energy management systems often include extra features that are expensive and unnecessary.

em121. Once an energy management system is installed, it's a decision we're stuck with for the life of the unit.

+++ALL REPLACERS+++

Accurate data on these replacement actions is of critical importance to our data collection effort. We would appreciate it if you could take a couple of minutes to fill out a short one page equipment survey designed to collect the data that you do not have available at this time.

Would you be willing to do this?

Yes
No
ref
dk

Do you have a fax machine?

Yes
No
ref
dk

GREAT, I'LL FAX YOU THE SURVEY FORM RIGHT AWAY, IF THAT'S OK WITH YOU

What is your fax number?

Thank you. We'd appreciate it if you'd fax the completed form to us at the number on the form as soon as possible.

When should we expect to receive the completed form?

If we don't receive it by then, we'd be glad to leave a message with you as a reminder. Is that OK?

Yes
No
ref
dk

Would you mind if I mail the form to you?

Yes
No
ref
dk

Are you at %adrs in %city %state %zip?

Yes
No
ref
dk

Could you give me the correct address?

ENTER ADDRESS 1, ADDRESS 2, CITY, STATE, ZIP

Thank you very much for your time. Before you go, I would like to get your job title.

President/Owner

Senior Manager

Financial Manager

Energy Manager

Operations Manager

Building Manager

Other SPECIFY

rf

dk

Do you have any additional comments at this time?

Yes

no

ref

dk

What would you like to say?

Record verbatim

rf

dk

Those are all the questions I have for you. On behalf of Southern California Edison, thank you very much for your time and cooperation.

Edison Comparisons
Population v. Sample v. Survey Completes
-- Percentage of Energy Usage --

Tariff / Business	GS-1			GS-2			TOU			Total		
	Pop	Samp	Comp	Pop	Samp	Comp	Pop	Samp	Comp	Pop	Samp	Comp
Commercial												
Offices	3.0%	4.6%	4.8%	11.1%	12.9%	13.6%				14.1%	17.5%	18.4%
Restaurants	0.9%	1.4%	0.9%	6.5%	7.6%	8.1%				7.4%	9.0%	9.0%
Retail	1.7%	2.6%	3.0%	8.4%	7.7%	9.4%				10.1%	10.3%	12.4%
Food Stores	0.4%	0.6%	0.5%	8.3%	4.6%	5.4%				8.7%	5.2%	5.9%
Refrig Warehouses	0.0%	0.0%	0.0%	0.3%	0.4%	0.5%				0.3%	0.4%	0.5%
Nonrefrig Warehse	0.7%	1.0%	1.2%	3.1%	4.3%	4.9%				3.8%	5.3%	6.1%
K-12 School	0.1%	0.1%	0.1%	2.5%	3.0%	1.2%				2.6%	3.1%	1.4%
College/University	0.1%	0.1%	0.0%	0.4%	0.5%	0.4%				0.5%	0.6%	0.4%
Hospital/Clinics	0.1%	0.2%	0.2%	1.8%	2.2%	2.1%				1.9%	2.4%	2.3%
Hotels and Motels	0.1%	0.2%	0.2%	1.5%	2.0%	2.1%				1.6%	2.2%	2.3%
Trans/Comm/Util	0.6%	0.6%	0.7%	3.2%	1.9%	2.3%				3.8%	2.5%	3.0%
Misc Commercial	2.1%	3.1%	3.2%	6.2%	7.3%	8.9%				8.3%	10.4%	12.1%
Total Commercial	9.8%	14.5%	14.9%	53.3%	54.4%	58.9%	17.7%	7.5%	3.4%	80.8%	76.4%	77.2%
Industrial												
Extract/Constrct	0.4%	0.6%	0.7%	0.8%	0.9%	1.1%				1.2%	1.5%	1.8%
Process Residual	0.1%	0.1%	0.2%	2.0%	2.7%	2.9%				2.1%	2.8%	3.1%
Assembly and Misc	0.8%	1.2%	1.4%	9.4%	13.3%	16.0%				10.2%	14.5%	17.4%
Total Industrial	1.3%	1.9%	2.3%	12.2%	16.9%	20.0%	5.7%	4.8%	0.4%	19.2%	23.6%	22.8%
Total	11.1%	16.4%	17.2%	65.5%	71.3%	78.9%	23.4%	12.3%	3.9%	100.0%	100.0%	100.0%

Georgia Comparisons
Population v. Sample v. Survey Completes
-- Percentage of Energy Usage --

Tariff / Business	GS-1			GS-2			TOU			Total		
	Pop	Samp	Comp	Pop	Samp	Comp	Pop	Samp	Comp	Pop	Samp	Comp
Commercial												
Offices	3.0%	4.6%	4.0%	11.1%	12.9%	13.0%				14.1%	17.5%	17.0%
Restaurants	0.9%	1.4%	0.1%	6.5%	7.6%	0.8%				7.4%	9.0%	0.9%
Retail	1.7%	2.6%	3.1%	8.4%	7.7%	8.9%				10.1%	10.3%	12.0%
Food Stores	0.4%	0.6%	0.9%	8.3%	4.6%	1.4%				8.7%	5.2%	2.3%
Refrig Warehouses	0.0%	0.0%	0.0%	0.3%	0.4%	0.3%				0.3%	0.4%	0.3%
Nonrefrig Warehse	0.7%	1.0%	0.8%	3.1%	4.3%	6.9%				3.8%	5.3%	7.7%
K-12 School	0.1%	0.1%	0.0%	2.5%	3.0%	0.0%				2.6%	3.1%	0.0%
College/University	0.1%	0.1%	0.0%	0.4%	0.5%	0.0%				0.5%	0.6%	0.0%
Hospital/Clinics	0.1%	0.2%	0.4%	1.8%	2.2%	0.0%				1.9%	2.4%	0.4%
Hotels and Motels	0.1%	0.2%	0.4%	1.5%	2.0%	0.6%				1.6%	2.2%	1.0%
Trans/Comm/Util	0.6%	0.6%	0.3%	3.2%	1.9%	3.9%				3.8%	2.5%	4.1%
Misc Commercial	2.1%	3.1%	6.7%	6.2%	7.3%	11.8%				8.3%	10.4%	18.5%
Total Commercial	9.8%	14.5%	16.6%	53.3%	54.4%	47.6%	17.7%	7.5%	4.8%	80.8%	76.4%	68.9%
Industrial												
Extract/Constrct	0.4%	0.6%	1.0%	0.8%	0.9%	13.0%				1.2%	1.5%	14.0%
Process Residual	0.1%	0.1%	0.5%	2.0%	2.7%	1.8%				2.1%	2.8%	2.3%
Assembly and Misc	0.8%	1.2%	0.8%	9.4%	13.3%	10.0%				10.2%	14.5%	10.8%
Total Industrial	1.3%	1.9%	2.3%	12.2%	16.9%	24.8%	5.7%	4.8%	4.0%	19.2%	23.6%	31.1%
Total	11.1%	16.4%	18.9%	65.5%	71.3%	72.4%	23.4%	12.3%	8.7%	100.0%	100.0%	100.0%

New York Comparisons
Population v. Sample v. Survey Completes
-- Percentage of Energy Usage --

Tariff / Business	GS-1			GS-2			TOU			Total		
	Pop	Samp	Comp	Pop	Samp	Comp	Pop	Samp	Comp	Pop	Samp	Comp
Commercial												
Offices	3.0%	4.6%	7.8%	11.1%	12.9%	13.0%				14.1%	17.5%	20.8%
Restaurants	0.9%	1.4%	1.4%	6.5%	7.6%	7.6%				7.4%	9.0%	9.0%
Retail	1.7%	2.6%	7.4%	8.4%	7.7%	9.2%				10.1%	10.3%	16.6%
Food Stores	0.4%	0.6%	2.4%	8.3%	4.6%	4.6%				8.7%	5.2%	7.0%
Refrig Warehouses	0.0%	0.0%	0.2%	0.3%	0.4%	0.2%				0.3%	0.4%	0.4%
Nonrefrig Warehse	0.7%	1.0%	1.0%	3.1%	4.3%	4.6%				3.8%	5.3%	5.6%
K-12 School	0.1%	0.1%	0.2%	2.5%	3.0%	3.2%				2.6%	3.1%	3.4%
College/University	0.1%	0.1%	0.2%	0.4%	0.5%	0.6%				0.5%	0.6%	0.8%
Hospital/Clinics	0.1%	0.2%	0.0%	1.8%	2.2%	1.4%				1.9%	2.4%	1.4%
Hotels and Motels	0.1%	0.2%	0.2%	1.5%	2.0%	1.8%				1.6%	2.2%	2.0%
Trans/Comm/Util	0.6%	0.6%	0.2%	3.2%	1.9%	0.0%				3.8%	2.5%	0.2%
Misc Commercial	2.1%	3.1%	6.8%	6.2%	7.3%	7.2%				8.3%	10.4%	14.0%
Total Commercial	9.8%	14.5%	27.8%	53.3%	54.4%	53.4%	17.7%	7.5%	7.4%	80.8%	76.4%	88.6%
Industrial												
Extract/Constrct	0.4%	0.6%	0.6%	0.8%	0.9%	0.0%				1.2%	1.5%	0.6%
Process Residual	0.1%	0.1%	0.2%	2.0%	2.7%	1.0%				2.1%	2.8%	1.2%
Assembly and Misc	0.8%	1.2%	1.6%	9.4%	13.3%	6.4%				10.2%	14.5%	8.0%
Total Industrial	1.3%	1.9%	2.4%	12.2%	16.9%	7.4%	5.7%	4.8%	1.6%	19.2%	23.6%	11.4%
Total	11.1%	16.4%	30.2%	65.5%	71.3%	60.8%	23.4%	12.3%	9.0%	100.0%	100.0%	100.0%

Louisiana Comparisons
Population v. Sample v. Survey Completes
-- Percentage of Energy Usage --

Tariff / Business	GS-1			GS-2			TOU			Total		
	Pop	Samp	Comp	Pop	Samp	Comp	Pop	Samp	Comp	Pop	Samp	Comp
Commercial												
Offices	3.0%	4.6%	5.6%	11.1%	12.9%	13.4%				14.1%	17.5%	19.0%
Restaurants	0.9%	1.4%	1.6%	6.5%	7.6%	8.0%				7.4%	9.0%	9.6%
Retail	1.7%	2.6%	3.6%	8.4%	7.7%	7.8%				10.1%	10.3%	11.4%
Food Stores	0.4%	0.6%	1.2%	8.3%	4.6%	4.6%				8.7%	5.2%	5.8%
Refrig Warehouses	0.0%	0.0%	0.0%	0.3%	0.4%	0.4%				0.3%	0.4%	0.4%
Nonrefrig Warehse	0.7%	1.0%	1.2%	3.1%	4.3%	4.4%				3.8%	5.3%	5.6%
K-12 School	0.1%	0.1%	0.0%	2.5%	3.0%	3.0%				2.6%	3.1%	3.0%
College/University	0.1%	0.1%	0.0%	0.4%	0.5%	0.2%				0.5%	0.6%	0.2%
Hospital/Clinics	0.1%	0.2%	0.2%	1.8%	2.2%	2.2%				1.9%	2.4%	2.4%
Hotels and Motels	0.1%	0.2%	0.2%	1.5%	2.0%	1.2%				1.6%	2.2%	1.4%
Trans/Comm/Util	0.6%	0.6%	0.4%	3.2%	1.9%	1.2%				3.8%	2.5%	1.6%
Misc Commercial	2.1%	3.1%	4.4%	6.2%	7.3%	7.6%				8.3%	10.4%	12.0%
Total Commercial	9.8%	14.5%	18.4%	53.3%	54.4%	53.9%	17.7%	7.5%	8.2%	80.8%	76.4%	80.4%
Industrial												
Extract/Constrct	0.4%	0.6%	0.0%	0.8%	0.9%	0.8%				1.2%	1.5%	0.8%
Process Residual	0.1%	0.1%	0.4%	2.0%	2.7%	2.6%				2.1%	2.8%	3.0%
Assembly and Misc	0.8%	1.2%	1.2%	9.4%	13.3%	12.4%				10.2%	14.5%	13.6%
Total Industrial	1.3%	1.9%	1.6%	12.2%	16.9%	15.8%	5.7%	4.8%	2.2%	19.2%	23.6%	19.6%
Total	11.1%	16.4%	20.0%	65.5%	71.3%	69.7%	23.4%	12.3%	10.4%	100.0%	100.0%	100.0%

In-Territory Survey Results

Breakdown of Survey Respondents

	Completes
Replaced	454
Future Replacement*	173
No Replacement	1,377
Total	2,004

* Planning to replace equipment in next 2 years.

Replacers and Future Replacers by Technology

	Replaced	Future**
HVAC	163	66
Lighting	218	71
Motors	149	44
ASDs	50	17
EMS	54	44
Total*	454	173

* Total not equal to sum due to multiple technology replacements.

** Planning to replace equipment in next 2 years.

HVAC, Lighting and Motor Replacers Considering Installation of EMS or ASD

	Yes	No	Total
HVAC EMS	9	154	163
Lighting EMS	17	201	218
Motors ASD	7	142	149

Replacers Willingness to Complete Equipment Form

	Info Form	No Info Form
HVAC	110	53
Lighting	158	60
Motors	101	48
ASDs	34	16
EMS	41	13
Total*	320	134

* Total not equal to sum due to multiple technology replacements.

Replacers Ability to Complete Entire Attitude Battery

	Entire	Not Entire
HVAC	102	61
Lighting	140	78
Motors	88	61
ASDs	44	6
EMS	39	15
Total	413	221

Future Replacers Ability to Complete Entire Attitude Battery

	Entire	Not Entire
HVAC	38	28
Lighting	46	25
Motors	31	13
ASDs	15	2
EMS	37	7
Total	167	75

HVAC Replacers Ability to Provide Information on Size, SEER and Efficiency

	Yes	No
Size	87	76
SEER	15	148
High or Standard	109	54

Efficiency for HVAC Standard or High

	Number
Standard	62
High	47
Total	109

In-Territory Survey Results

Light Replacers Ability to Provide Information on Technology, Type of Retrofit and Efficiency

	Yes	No
Technology	133	85
Bulbs Only/Fixture	86	132
High or Standard	78	140

Type of Technology Installed

	Number
T8 Lamp w/Elec Bal	25
T12 Lamp w/Mag Bal	15
ES Lamp w/Elec Bal	8
ES Lamp w/Mag Bal	10
T8 Lamp Only	5
ES Lamp Only	11
T12 Lamp Only	2
Elec Bal Only	3
Other	54
Total	133

Efficiency for Lighting Standard or High

	Number
Standard	46
High	32
Total	78

Motor Replacers Ability to Provide Information on Horsepower and Efficiency

	Yes	No
Horsepower	82	67
Efficiency	11	138
High or Standard	93	56

Efficiency for Motors Standard or High

	Number
Standard	55
High	38
Total	93

Georgia Interim Survey Results

Breakdown of Survey Respondents

	Future*	No Future	Total
Replaced	0	256	256
Not Replaced	43	479	522
Total	43	735	778

* Planning to replace equipment in next 2 years.

Replacers and Future Replacers by Technology

	Replaced	Future
HVAC	95	21
Lighting	153	17
Motors	91	8
ASDs	32	2
EMS	27	12
Total*	256	43

* Total not equal to sum due to multiple technology replacements.

HVAC, Lighting and Motor Replacers Considering Installation of EMS or ASD

	Yes	No	Total
HVAC EMS	5	90	95
Lighting EMS	5	148	153
Motors ASD	5	86	91

Replacers Willingness to Complete Equipment Form

	Info Form	No Info Form
HVAC	82	13
Lighting	116	37
Motors	72	19
ASDs	26	6
EMS	26	1
Total*	201	55

* Total not equal to sum due to multiple technology replacements.

Replacers Ability to Complete Entire Attitude Battery

	Entire	Not Entire
HVAC	54	41
Lighting	101	52
Motors	62	29
ASDs	26	6
EMS	21	6
Total	264	134

Future Replacers Ability to Complete Entire Attitude Battery

	Entire	Not Entire
HVAC	16	5
Lighting	14	3
Motors	5	3
ASDs	0	0
EMS	8	4
Total	43	15

HVAC Replacers Ability to Provide Information on Size, SEER and Efficiency

	Yes	No
Size	60	35
SEER	8	87
High or Standard	68	27

Efficiency for HVAC Standard or High

	Number
Standard	31
High	37
Total	68

Light Replacers Ability to Provide Information on Technology, Type of Retrofit and Efficiency

	Yes	No
Technology	85	68
Bulbs Only/Fixture	64	89
High or Standard	52	101

Type of Technology Installed

	Number
T8 Lamp w/Elec Bal	14
T12 Lamp w/Mag Bal	12
ES Lamp w/Elec Bal	7
ES Lamp w/Mag Bal	4
T8 Lamp Only	2
ES Lamp Only	2
T12 Lamp Only	2
Elec Bal Only	2
Mag Bal Only	2
Other	38
Total	85

Efficiency for Lighting Standard or High

	Number
Standard	37
High	15
Total	52

Motor Replacers Ability to Provide Information on Horsepower and Efficiency

	Yes	No
Horsepower	48	43
Efficiency	9	82
High or Standard	54	37

Efficiency for Motors Standard or High

	Number
Standard	46
High	8
Total	54

New York Interim Survey Results

Breakdown of Survey Respondents

	Future*	No Future	Total
Replaced	0	150	150
Not Replaced	50	300	350
Total	50	450	500

* Planning to replace equipment in next 2 years.

Replacers and Future Replacers by Technology

	Replaced	Future
HVAC	N/A	N/A
Lighting	104	35
Motors	54	16
ASDs	11	7
EMS	25	18
Total*	150	50

* Total not equal to sum due to multiple technology replacements.

HVAC, Lighting and Motor Replacers Considering Installation of EMS or ASD

	Yes	No	Total
HVAC EMS	N/A	N/A	N/A
Lighting EMS	7	97	104
Motors ASD	7	47	54

Replacers Willingness to Complete Equipment Form

	Info Form	No Info Form
HVAC	N/A	N/A
Lighting	73	31
Motors	33	21
ASDs	6	5
EMS	8	17
Total*	94	44

* Total not equal to sum due to multiple technology replacements.

Replacers Ability to Complete Entire Attitude Battery

	Entire	Not Entire
HVAC	N/A	N/A
Lighting	58	46
Motors	34	20
ASDs	9	2
EMS	20	5
Total	121	73

Future Replacers Ability to Complete Entire Attitude Battery

	Entire	Not Entire
HVAC	N/A	N/A
Lighting	19	16
Motors	6	10
ASDs	2	5
EMS	14	4
Total	41	35

HVAC Replacers Ability to Provide Information on Size, SEER and Efficiency

	Yes	No
Size	N/A	N/A
SEER	N/A	N/A
High or Standard	N/A	N/A

Efficiency for HVAC Standard or High

	Number
Standard	N/A
High	N/A
Total	N/A

Light Replacers Ability to Provide Information on Technology, Type of Retrofit and Efficiency

	Yes	No
Technology	71	33
Bulbs Only/Fixture	32	72
High or Standard	21	83

Type of Technology Installed

	Number
T8 Lamp w/Elec Bal	20
T12 Lamp w/Mag Bal	4
ES Lamp w/Elec Bal	6
ES Lamp w/Mag Bal	5
T8 Lamp Only	4
ES Lamp Only	9
T12 Lamp Only	1
Elec Bal Only	6
Mag Bal Only	0
Other	16
Total	71

Efficiency for Lighting Standard or High

	Number
Standard	11
High	10
Total	21

Motor Replacers Ability to Provide Information on Horsepower and Efficiency

	Yes	No
Horsepower	37	17
Efficiency	0	54
High or Standard	31	23

Efficiency for Motors Standard or High

	Number
Standard	16
High	15
Total	31

Louisiana Interim Survey Results

Breakdown of Survey Respondents

	Future*	No Future	Total
Replaced	0	154	154
Not Replaced	22	325	347
Total	22	479	501

* Planning to replace equipment in next 2 years.

Replacers and Future Replacers by Technology

	Replaced	Future
HVAC	74	11
Lighting	65	9
Motors	48	6
ASDs	10	1
EMS	14	5
Total*	154	22

* Total not equal to sum due to multiple technology replacements.

HVAC, Lighting and Motor Replacers Considering Installation of EMS or ASD

	Yes	No	Total
HVAC EMS	6	68	74
Lighting EMS	3	62	65
Motors ASD	1	47	48

Replacers Willingness to Complete Equipment Form

	Info Form	No Info Form
HVAC	53	21
Lighting	47	18
Motors	35	13
ASDs	6	4
EMS	8	6
Total*	108	43

* Total not equal to sum due to multiple technology replacements.

Replacers Ability to Complete Entire Attitude Battery

	Entire	Not Entire
HVAC	40	34
Lighting	35	30
Motors	30	18
ASDs	6	4
EMS	7	7
Total	118	93

Future Replacers Ability to Complete Entire Attitude Battery

	Entire	Not Entire
HVAC	9	2
Lighting	7	2
Motors	4	2
ASDs	1	0
EMS	5	0
Total	26	6

HVAC Replacers Ability to Provide Information on Size, SEER and Efficiency

	Yes	No
Size	47	27
SEER	10	64
High or Standard	45	29

Efficiency for HVAC Standard or High

	Number
Standard	19
High	26
Total	45

Light Replacers Ability to Provide Information on Technology, Type of Retrofit and Efficiency

	Yes	No
Technology	21	44
Bulbs Only/Fixture	42	23
High or Standard	33	32

Type of Technology Installed

	Number
T8 Lamp w/Elec Bal	5
T12 Lamp w/Mag Bal	4
ES Lamp w/Elec Bal	3
ES Lamp w/Mag Bal	3
T8 Lamp Only	0
ES Lamp Only	3
T12 Lamp Only	0
Elec Bal Only	0
Mag Bal Only	1
Other	2
Total	21

Efficiency for Lighting Standard or High

	Number
Standard	26
High	7
Total	33

Motor Replacers Ability to Provide Information on Horsepower and Efficiency

	Yes	No
Horsepower	20	28
Efficiency	2	46
High or Standard	34	14

Efficiency for Motors Standard or High

	Number
Standard	25
High	9
Total	34

Lighting Replacement and High Efficient Rates

-- Overall --

(shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	7.3%	10.7%	12.2%	11.2%	11.3%	12.5%	12.8%	11.3%
	N (Efficiency Info)	12	20	19	53	91	22	36	161
	% High Efficient	27.8%	37.5%	42.9%	42.9%	41.7%	33.3%	33.3%	37.7%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	15.6%	9.9%	14.5%	23.5%	19.2%	20.7%	33.8%	22.4%
	N (Efficiency Info)	6	7	9	39	55	12	43	116
	% High Efficient	9.1%	37.5%	11.1%	26.7%	25.6%	32.0%	50.0%	34.3%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	18.5%	13.8%	21.7%	23.1%	20.9%	18.9%	31.1%	22.8%
	N (Efficiency Info)	8	7	6	29	42	12	29	90
	% High Efficient	38.1%	25.0%	28.6%	40.7%	36.4%	28.6%	72.7%	47.0%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	10.0%	10.4%	5.1%	12.8%	11.1%	16.5%	23.1%	14.4%
	N (Efficiency Info)	4	5	2	17	24	8	25	61
	% High Efficient	50.0%	16.7%	0.0%	25.0%	21.0%	20.0%	9.1%	18.1%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	14.3%	12.1%	13.4%	17.9%	16.0%	17.7%	27.1%	18.6%
	N (Efficiency Info)	12	12	9	46	66	19	53	151
	% High Efficient	42.4%	21.5%	21.4%	35.1%	30.9%	25.1%	43.2%	35.4%

Lighting Replacement and High Efficient Rates

-- 1997 --

(shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	2.6%	6.3%	5.9%	4.9%	5.3%	5.2%	2.6%	4.4%
	N (Efficiency Info)	4	12	10	25	47	9	6	66
	% High Efficient	16.7%	33.3%	18.2%	44.4%	36.1%	28.6%	0.0%	30.7%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	8.2%	6.9%	8.7%	13.5%	11.4%	6.7%	6.8%	9.9%
	N (Efficiency Info)	4	4	5	25	34	3	13	54
	% High Efficient	16.7%	40.0%	20.0%	26.3%	27.2%	28.6%	40.0%	29.7%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	8.6%	3.1%	2.2%	10.3%	7.5%	8.1%	17.8%	10.1%
	N (Efficiency Info)	3	1	1	14	16	5	18	42
	% High Efficient	25.0%	0.0%	0.0%	38.5%	34.2%	66.7%	85.7%	59.7%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	5.0%	7.5%	5.1%	4.9%	5.5%	10.1%	15.4%	8.3%
	N (Efficiency Info)	2	3	2	6	12	5	16	34
	% High Efficient	75.0%	25.0%	0.0%	33.3%	24.8%	0.0%	14.3%	19.9%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	6.8%	5.3%	3.7%	7.6%	6.5%	9.1%	16.6%	9.2%
	N (Efficiency Info)	5	4	3	20	28	10	34	76
	% High Efficient	46.5%	19.9%	0.0%	36.9%	30.2%	34.4%	52.5%	41.8%

Lighting Replacement and High Efficient Rates

-- 1996 --

(shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	2.9%	2.2%	2.1%	3.7%	3.2%	4.2%	6.4%	4.0%
	N (Efficiency Info)	5	3	3	15	21	9	18	52
	% High Efficient	42.9%	75.0%	100.0%	37.5%	51.4%	35.7%	0.0%	30.3%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	4.1%	3.0%	1.4%	8.0%	5.9%	9.3%	16.2%	8.5%
	N (Efficiency Info)	1	3	1	9	13	6	24	44
	% High Efficient	0.0%	33.3%	0.0%	28.6%	27.4%	25.0%	55.6%	41.8%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	7.3%	1.5%	6.5%	5.1%	4.6%	10.8%	4.4%	5.6%
	N (Efficiency Info)	3	1	2	5	8	7	0	18
	% High Efficient	44.4%	0.0%	50.0%	60.0%	51.4%	0.0%	0.0%	31.3%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	4.0%	3.0%	0.0%	5.5%	4.1%	5.1%	5.8%	4.6%
	N (Efficiency Info)	2	2	0	7	9	2	7	20
	% High Efficient	0.0%	0.0%	0.0%	28.6%	23.2%	33.3%	0.0%	14.5%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	5.6%	2.3%	3.3%	5.3%	4.4%	7.9%	5.1%	5.1%
	N (Efficiency Info)	5	3	2	13	17	9	7	38
	% High Efficient	29.6%	0.0%	50.0%	42.0%	36.7%	8.7%	0.0%	22.5%

Lighting Replacement and High Efficient Rates

-- 1995 --

(shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	1.7%	2.2%	4.3%	2.6%	2.8%	3.0%	3.8%	3.0%
	N (Efficiency Info)	3	4	6	12	23	5	12	43
	% High Efficient	20.0%	20.0%	57.1%	46.2%	44.5%	37.5%	100.0%	57.4%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	3.4%	0.0%	4.3%	2.0%	2.0%	4.7%	8.8%	4.1%
	N (Efficiency Info)	2	0	3	5	8	3	5	18
	% High Efficient	0.0%	0.0%	0.0%	25.0%	16.2%	50.0%	50.0%	30.1%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	2.6%	9.2%	18.0%	7.7%	8.9%	0.0%	8.9%	7.1%
	N (Efficiency Info)	1	5	4	10	19	0	10	30
	% High Efficient	50.0%	33.3%	25.0%	33.3%	31.7%	0.0%	50.0%	38.8%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	1.0%	0.0%	0.0%	2.4%	1.5%	1.3%	1.9%	1.5%
	N (Efficiency Info)	1	0	0	3	3	1	2	7
	% High Efficient	100.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	19.9%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	1.8%	4.6%	6.5%	5.1%	5.2%	0.6%	5.4%	4.3%
	N (Efficiency Info)	2	5	4	13	22	1	13	37
	% High Efficient	63.7%	33.3%	25.0%	25.3%	27.1%	100.0%	41.1%	35.4%

HVAC Replacement and High Efficient Rates

-- Overall --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	6.4%	11.8%	10.1%	7.6%	8.9%	7.0%	9.0%	8.4%
	N (Efficiency Info)	11	20	13	42	74	11	36	132
	% High Efficient	41.2%	45.8%	42.9%	40.0%	42.0%	33.3%	50.0%	43.4%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	8.8%	9.9%	11.6%	13.5%	12.5%	11.4%	22.1%	14.2%
	N (Efficiency Info)	6	4	7	30	41	9	32	88
	% High Efficient	60.0%	40.0%	85.7%	47.8%	53.1%	47.4%	58.3%	54.9%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	N (Efficiency Info)	0	0	0	0	0	0	0	0
	% High Efficient	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	8.0%	14.9%	12.8%	16.5%	15.6%	15.2%	23.1%	16.4%
	N (Efficiency Info)	3	6	4	19	29	7	25	64
	% High Efficient	50.0%	42.9%	75.0%	50.0%	52.3%	55.6%	90.9%	67.5%
Audit Only	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	8.0%	14.9%	12.8%	16.5%	15.6%	15.2%	23.1%	16.4%
	N (Efficiency Info)	3	6	4	19	29	7	25	64
	% High Efficient	50.0%	42.9%	75.0%	50.0%	52.3%	55.6%	90.9%	67.5%

HVAC Replacement and High Efficient Rates

-- 1997 --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	3.2%	6.3%	2.7%	3.3%	3.8%	2.2%	1.3%	3.0%
	N (Efficiency Info)	6	11	3	19	33	5	6	50
	% High Efficient	33.3%	50.0%	66.7%	45.0%	48.5%	22.2%	0.0%	38.1%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	3.4%	5.9%	4.3%	7.0%	6.4%	4.1%	8.8%	6.3%
	N (Efficiency Info)	2	2	3	17	22	3	13	40
	% High Efficient	100.0%	50.0%	100.0%	46.2%	53.5%	28.6%	40.0%	48.9%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	N (Efficiency Info)	0	0	0	0	0	0	0	0
	% High Efficient	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	3.0%	6.0%	7.7%	4.3%	5.2%	3.8%	7.7%	5.3%
	N (Efficiency Info)	1	2	2	5	9	2	7	18
	% High Efficient	50.0%	0.0%	50.0%	80.0%	58.0%	0.0%	100.0%	68.1%
Audit Only	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	3.0%	6.0%	7.7%	4.3%	5.2%	3.8%	7.7%	5.3%
	N (Efficiency Info)	1	2	2	5	9	2	7	18
	% High Efficient	50.0%	0.0%	50.0%	80.0%	58.0%	0.0%	100.0%	68.1%

HVAC Replacement and High Efficient Rates

-- 1996 --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	1.2%	3.3%	3.7%	2.4%	2.8%	3.2%	3.8%	2.9%
	N (Efficiency Info)	2	4	5	12	22	5	18	47
	% High Efficient	66.7%	20.0%	33.3%	30.8%	29.4%	50.0%	100.0%	60.5%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	4.1%	3.0%	1.4%	4.5%	3.7%	4.1%	7.4%	4.7%
	N (Efficiency Info)	3	2	1	8	11	3	8	24
	% High Efficient	60.0%	0.0%	100.0%	66.7%	58.9%	50.0%	100.0%	71.4%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	N (Efficiency Info)	0	0	0	0	0	0	0	0
	% High Efficient	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	2.0%	9.0%	2.6%	7.3%	6.9%	10.1%	7.7%	6.9%
	N (Efficiency Info)	1	4	1	8	14	5	9	28
	% High Efficient	50.0%	60.0%	100.0%	37.5%	49.4%	66.7%	75.0%	60.4%
Audit Only	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	2.0%	9.0%	2.6%	7.3%	6.9%	10.1%	7.7%	6.9%
	N (Efficiency Info)	1	4	1	8	14	5	9	28
	% High Efficient	50.0%	60.0%	100.0%	37.5%	49.4%	66.7%	75.0%	60.4%

HVAC Replacement and High Efficient Rates

-- 1995 --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	2.0%	2.2%	3.7%	1.9%	2.3%	1.5%	3.8%	2.5%
	N (Efficiency Info)	3	4	4	11	20	1	12	36
	% High Efficient	40.0%	60.0%	40.0%	41.7%	45.1%	0.0%	0.0%	28.7%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	1.4%	1.0%	5.8%	2.0%	2.4%	3.1%	5.9%	3.2%
	N (Efficiency Info)	1	1	3	5	9	3	11	24
	% High Efficient	0.0%	100.0%	66.7%	25.0%	45.4%	66.7%	50.0%	47.9%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	N (Efficiency Info)	0	0	0	0	0	0	0	0
	% High Efficient	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	3.0%	0.0%	2.6%	4.9%	3.5%	1.3%	7.7%	4.2%
	N (Efficiency Info)	1	0	1	5	6	1	9	17
	% High Efficient	50.0%	0.0%	100.0%	40.0%	50.4%	100.0%	100.0%	78.7%
Audit Only	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	3.0%	0.0%	2.6%	4.9%	3.5%	1.3%	7.7%	4.2%
	N (Efficiency Info)	1	0	1	5	6	1	9	17
	% High Efficient	50.0%	0.0%	100.0%	40.0%	50.4%	100.0%	100.0%	78.7%

Motors Replacement and High Efficient Rates

-- Overall --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	2.0%	4.8%	3.7%	8.2%	6.8%	13.0%	14.1%	8.7%
	N (Efficiency Info)	2	8	4	38	51	20	48	121
	% High Efficient	33.3%	40.0%	20.0%	29.3%	30.2%	57.6%	62.5%	47.6%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	7.5%	10.9%	4.3%	9.0%	8.7%	13.0%	33.8%	14.9%
	N (Efficiency Info)	5	7	3	16	25	7	37	75
	% High Efficient	12.5%	12.5%	0.0%	8.3%	8.5%	33.3%	35.7%	24.8%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	7.9%	1.5%	4.3%	10.9%	7.9%	21.6%	31.1%	15.0%
	N (Efficiency Info)	4	0	1	6	7	7	21	39
	% High Efficient	50.0%	0.0%	100.0%	50.0%	56.2%	50.0%	37.5%	44.5%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	7.0%	4.5%	2.6%	8.5%	6.8%	13.9%	28.1%	11.5%
	N (Efficiency Info)	3	1	1	7	9	9	20	41
	% High Efficient	16.7%	0.0%	0.0%	57.1%	45.2%	27.3%	22.2%	27.9%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	7.5%	3.0%	3.5%	9.7%	7.3%	17.8%	27.1%	13.2%
	N (Efficiency Info)	8	1	2	14	17	15	41	80
	% High Efficient	35.7%	0.0%	45.8%	53.8%	50.1%	37.2%	30.0%	36.0%

Motors Replacement and High Efficient Rates

-- 1997 --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	0.0%	2.9%	1.1%	4.3%	3.5%	8.2%	9.0%	5.0%
	N (Efficiency Info)	0	5	1	19	25	13	30	67
	% High Efficient	0.0%	33.3%	100.0%	25.0%	29.4%	57.1%	60.0%	48.3%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	2.7%	8.9%	1.4%	6.0%	5.9%	5.7%	28.5%	9.6%
	N (Efficiency Info)	2	6	1	9	16	3	24	45
	% High Efficient	33.3%	14.3%	0.0%	0.0%	5.3%	42.9%	33.3%	24.1%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	4.6%	0.0%	2.2%	6.4%	4.4%	16.2%	17.8%	9.0%
	N (Efficiency Info)	3	0	0	4	4	5	10	22
	% High Efficient	71.4%	0.0%	0.0%	25.0%	25.0%	66.7%	75.0%	63.0%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	4.0%	1.5%	2.6%	7.3%	5.4%	6.3%	19.2%	8.6%
	N (Efficiency Info)	2	0	1	6	7	4	16	29
	% High Efficient	0.0%	0.0%	0.0%	66.7%	56.8%	0.0%	28.6%	30.2%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	4.3%	0.7%	2.4%	6.9%	4.9%	11.3%	18.5%	8.8%
	N (Efficiency Info)	4	0	1	11	12	9	26	51
	% High Efficient	43.4%	0.0%	0.0%	49.5%	44.9%	37.4%	47.0%	44.6%

Motors Replacement and High Efficient Rates

-- 1996 --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	1.2%	0.7%	0.5%	1.8%	1.4%	4.2%	3.8%	2.3%
	N (Efficiency Info)	1	1	1	9	11	7	18	36
	% High Efficient	0.0%	100.0%	0.0%	30.0%	32.7%	63.6%	66.7%	54.6%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	2.7%	2.0%	1.4%	2.5%	2.2%	5.7%	5.9%	3.6%
	N (Efficiency Info)	2	1	1	5	7	2	8	19
	% High Efficient	0.0%	0.0%	0.0%	25.0%	18.6%	20.0%	33.3%	23.2%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	2.6%	0.0%	0.0%	1.9%	1.2%	5.4%	2.2%	2.1%
	N (Efficiency Info)	1	0	0	0	0	2	3	6
	% High Efficient	25.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	6.4%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	3.0%	3.0%	0.0%	0.6%	1.0%	7.6%	1.9%	2.2%
	N (Efficiency Info)	2	1	0	0	1	5	2	9
	% High Efficient	33.3%	0.0%	0.0%	0.0%	0.0%	50.0%	0.0%	30.6%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	2.8%	1.5%	0.0%	1.3%	1.1%	6.5%	2.1%	2.2%
	N (Efficiency Info)	3	1	0	0	1	6	5	15
	% High Efficient	29.4%	0.0%	0.0%	0.0%	0.0%	36.9%	0.0%	21.5%

Motors Replacement and High Efficient Rates

-- 1995 --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	0.9%	1.1%	2.1%	2.1%	1.9%	0.5%	1.3%	1.5%
	N (Efficiency Info)	1	2	3	10	15	1	0	17
	% High Efficient	50.0%	33.3%	0.0%	36.4%	29.6%	0.0%	0.0%	30.1%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	2.0%	0.0%	1.4%	0.5%	0.5%	1.6%	4.4%	1.7%
	N (Efficiency Info)	1	0	1	1	2	1	5	10
	% High Efficient	0.0%	0.0%	0.0%	0.0%	0.0%	33.3%	50.0%	30.9%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	0.7%	1.5%	2.2%	2.6%	2.3%	0.0%	11.1%	3.9%
	N (Efficiency Info)	0	0	1	2	3	0	8	11
	% High Efficient	0.0%	0.0%	100.0%	100.0%	100.0%	0.0%	0.0%	27.4%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	0.0%	0.0%	0.0%	0.6%	0.4%	0.0%	1.9%	0.7%
	N (Efficiency Info)	0	0	0	1	1	0	2	3
	% High Efficient	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	0.3%	0.8%	1.1%	1.6%	1.3%	0.0%	6.5%	2.3%
	N (Efficiency Info)	0	0	1	3	4	0	10	15
	% High Efficient	0.0%	0.0%	100.0%	67.7%	74.9%	0.0%	0.0%	21.2%

ASD Replacement Rates

-- Overall --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	0.9%	1.8%	1.6%	1.1%	1.3%	6.7%	5.1%	2.8%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	2.0%	0.0%	0.0%	1.0%	0.6%	6.2%	22.1%	6.5%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	1.3%	0.0%	0.0%	1.3%	0.8%	5.4%	11.1%	3.8%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	1.0%	3.0%	0.0%	1.8%	1.8%	0.0%	7.7%	2.9%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	1.2%	1.5%	0.0%	1.6%	1.3%	2.7%	9.4%	3.4%

ASD Replacement Rates

-- 1997 --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	0.0%	1.1%	1.1%	0.6%	0.7%	3.0%	3.8%	1.7%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	0.7%	0.0%	0.0%	0.5%	0.3%	2.6%	13.2%	3.7%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	6.7%	1.6%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	0.0%	0.0%	0.0%	1.2%	0.8%	0.0%	5.8%	1.8%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	0.0%	0.0%	0.0%	0.6%	0.4%	0.0%	6.2%	1.7%

ASD Replacement Rates

-- 1996 --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	0.3%	0.7%	0.5%	0.3%	0.4%	2.5%	1.3%	0.9%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	1.4%	0.0%	0.0%	0.0%	0.0%	2.6%	7.4%	2.2%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	0.7%	0.0%	0.0%	0.6%	0.4%	2.7%	2.2%	1.1%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	0.0%	1.5%	0.0%	0.6%	0.7%	0.0%	0.0%	0.4%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	0.3%	0.7%	0.0%	0.6%	0.6%	1.4%	1.1%	0.8%

ASD Replacement Rates

-- 1995 --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	0.6%	0.0%	0.0%	0.3%	0.2%	1.2%	0.0%	0.3%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	0.0%	0.0%	0.0%	0.5%	0.3%	1.0%	1.5%	0.6%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	0.7%	0.0%	0.0%	0.6%	0.4%	2.7%	2.2%	1.1%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	1.0%	1.5%	0.0%	0.0%	0.3%	0.0%	1.9%	0.7%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	0.8%	0.7%	0.0%	0.3%	0.4%	1.4%	2.1%	0.9%

EMS Replacement Rates

-- Overall --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	2.3%	4.0%	3.2%	2.5%	2.9%	1.7%	5.1%	3.2%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	2.0%	3.0%	0.0%	2.0%	1.9%	3.6%	14.7%	5.1%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	2.0%	6.2%	0.0%	5.8%	4.9%	8.1%	13.3%	7.0%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	3.0%	4.5%	2.6%	1.8%	2.5%	1.3%	5.8%	3.2%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	2.5%	5.3%	1.3%	3.8%	3.7%	4.7%	9.5%	5.1%

EMS Replacement Rates

-- 1997 --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	0.6%	2.2%	1.6%	1.4%	1.6%	0.5%	2.6%	1.6%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	0.7%	1.0%	0.0%	1.0%	0.8%	1.0%	4.4%	1.7%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	0.7%	1.5%	0.0%	1.3%	1.1%	0.0%	4.4%	1.7%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	1.0%	3.0%	0.0%	1.2%	1.4%	0.0%	5.8%	2.2%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	0.8%	2.3%	0.0%	1.3%	1.3%	0.0%	5.1%	2.0%

EMS Replacement Rates

-- 1996 --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	0.3%	0.4%	0.5%	0.6%	0.5%	1.0%	2.6%	1.0%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	0.7%	2.0%	0.0%	1.0%	1.0%	0.0%	5.9%	2.0%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	1.3%	0.0%	0.0%	3.2%	2.0%	5.4%	6.7%	3.4%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	2.0%	1.5%	2.6%	0.6%	1.1%	1.3%	0.0%	1.0%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	1.7%	0.7%	1.3%	1.9%	1.6%	3.3%	3.3%	2.2%

EMS Replacement Rates

-- 1995 --

(Shading indicates significant differences from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	N (Total)	223	223	168	677	1,068	245	469	2,004
	% Replaced	1.5%	1.5%	1.1%	0.6%	0.8%	0.2%	0.0%	0.6%
Georgia	N (Total)	86	86	65	263	415	95	182	778
	% Replaced	0.7%	0.0%	0.0%	0.0%	0.0%	2.6%	4.4%	1.4%
New York	N (Total)	56	56	42	169	266	61	117	500
	% Replaced	0.0%	4.6%	0.0%	1.3%	1.8%	2.7%	2.2%	1.8%
Louisiana	N (Total)	55	56	42	170	267	61	117	501
	% Replaced	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Audit Only	N (Total)	111	111	84	339	534	122	234	1,001
	% Replaced	0.0%	2.3%	0.0%	0.6%	0.9%	1.4%	1.1%	0.9%

Replace Equipment in Next Two Years
-- by Technology --

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	HVAC	2.1%	3.8%	4.0%	7.2%	6.0%	1.3%	1.8%	4.0%
	Lighting	3.1%	4.7%	5.4%	4.4%	4.6%	6.0%	1.8%	4.0%
	Motors	1.0%	2.8%	0.0%	2.4%	2.1%	6.4%	3.6%	2.8%
	ASD	0.3%	1.4%	0.0%	1.0%	1.0%	4.3%	1.8%	1.5%
	EMS	3.1%	4.3%	2.0%	5.2%	4.5%	4.3%	10.7%	5.7%
Georgia	HVAC	5.6%	3.8%	1.9%	3.7%	3.5%	2.3%	9.1%	4.5%
	Lighting	1.9%	1.3%	5.8%	3.0%	3.1%	2.3%	12.1%	4.4%
	Motors	1.9%	0.0%	1.9%	1.5%	1.2%	0.8%	6.1%	2.1%
	ASD	2.8%	0.0%	0.0%	0.0%	0.0%	1.5%	6.1%	1.6%
	EMS	1.9%	2.6%	0.0%	6.7%	4.6%	1.5%	21.2%	6.8%
New York	HVAC	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Lighting	11.2%	5.7%	5.4%	11.9%	9.4%	4.3%	11.5%	9.5%
	Motors	3.4%	0.0%	5.4%	4.6%	3.7%	13.0%	7.7%	5.5%
	ASD	1.7%	0.0%	2.7%	3.7%	2.7%	13.0%	15.4%	6.2%
	EMS	4.3%	5.7%	5.4%	9.2%	7.7%	0.0%	19.2%	8.7%
Louisiana	HVAC	4.0%	6.0%	0.0%	0.9%	1.8%	1.9%	9.4%	3.6%
	Lighting	2.7%	0.0%	3.2%	2.6%	2.1%	3.8%	3.1%	2.6%
	Motors	2.7%	2.0%	0.0%	0.0%	0.4%	1.9%	6.3%	2.1%
	ASD	1.3%	2.0%	0.0%	0.0%	0.4%	0.0%	0.0%	0.4%
	EMS	2.7%	4.0%	0.0%	2.6%	2.4%	1.9%	18.8%	5.8%
Audit Only	HVAC	4.0%	6.0%	0.0%	0.9%	1.8%	1.9%	9.4%	3.6%
	Lighting	7.0%	3.0%	4.3%	7.2%	5.8%	4.1%	7.2%	6.0%
	Motors	3.1%	1.0%	2.7%	2.3%	2.1%	7.3%	6.9%	3.8%
	ASD	1.5%	1.0%	1.4%	1.8%	1.5%	6.3%	7.4%	3.3%
	EMS	3.5%	4.9%	2.7%	5.8%	5.1%	1.0%	19.0%	7.2%

Lighting Attitudes

-- Improve Energy Efficiency to Reduce Operating Costs --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.70	5.15	5.16	5.20	5.18	4.97	5.48	5.17
	No Action	4.58	5.12	5.30	5.15	5.17	4.88	5.52	5.13
	Future	4.67	5.10	4.88	5.64	5.39	5.11	6.00	5.33
	Replaced	5.12	5.17	5.00	5.24	5.18	5.30	5.50	5.28
	High Efficient	5.20	5.56	4.67	5.08	5.09	5.50	6.00	5.32
	Standard Efficient	5.00	5.07	5.25	5.52	5.36	5.42	6.00	5.49
Georgia	Overall	4.53	4.69	4.26	4.78	4.66	4.93	4.75	4.63
	No Action	4.61	4.52	4.46	4.62	4.57	4.23	4.54	4.52
	Future	6.00	6.00	2.00	5.25	4.29	5.33	5.75	5.15
	Replaced	4.39	5.30	3.40	4.81	4.69	4.40	4.67	4.70
	High Efficient	6.00	4.67	5.00	5.50	5.31	4.75	4.00	4.56
	Standard Efficient	4.50	5.40	3.25	4.73	4.52	4.76	5.50	4.02
New York	Overall	5.01	4.59	5.41	5.27	5.15	4.59	5.38	5.12
	No Action	4.95	4.77	5.43	5.14	5.10	4.83	5.31	5.08
	Future	5.08	4.00	6.00	5.62	5.43	5.00	5.67	5.41
	Replaced	5.07	4.22	5.10	5.22	5.06	4.14	5.21	5.02
	High Efficient	5.00	5.50	4.50	4.82	4.86	2.50	5.38	4.94
	Standard Efficient	5.08	3.83	5.80	5.56	5.27	4.80	4.93	5.02
Louisiana	Overall	5.02	5.11	4.69	5.16	5.07	4.88	5.27	5.09
	No Action	4.97	5.07	4.70	5.20	5.09	4.96	4.96	5.03
	Future	4.00	0.00	3.00	5.67	4.98	4.50	6.00	5.03
	Replaced	5.70	5.43	4.00	5.14	5.12	4.62	5.73	5.31
	High Efficient	5.50	6.00	0.00	5.25	5.38	4.50	6.00	5.41
	Standard Efficient	6.00	5.40	4.00	5.25	5.14	4.50	5.67	5.32
Audit Only	Overall	5.02	4.85	5.04	5.22	5.11	4.74	5.33	5.11
	No Action	4.96	4.91	5.04	5.17	5.09	4.90	5.11	5.06
	Future	4.87	4.00	4.89	5.62	5.35	4.76	5.74	5.33
	Replaced	5.29	4.74	4.89	5.19	5.08	4.36	5.42	5.13
	High Efficient	5.21	5.66	4.50	4.93	4.98	3.14	5.44	5.03
	Standard Efficient	5.37	4.53	5.22	5.43	5.22	4.67	5.30	5.17

Lighting Attitudes

-- Improve Energy Efficiency to Protect the Environment --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.60	4.82	4.78	4.86	4.84	4.72	4.99	4.83
	No Action	4.58	4.87	4.85	4.85	4.86	4.70	4.76	4.78
	Future	4.67	4.50	4.63	5.36	5.04	4.72	6.00	5.04
	Replaced	4.24	4.68	4.87	4.78	4.77	4.71	5.30	4.87
	High Efficient	5.00	5.33	4.78	4.71	4.84	4.50	6.00	5.04
	Standard Efficient	4.46	4.29	5.08	4.68	4.67	4.83	5.75	4.94
Georgia	Overall	4.77	4.52	4.39	4.88	4.73	4.35	4.66	4.67
	No Action	4.67	4.54	4.48	4.85	4.71	4.26	4.58	4.63
	Future	6.00	4.00	2.00	5.50	4.25	6.00	5.50	5.06
	Replaced	5.00	4.70	4.20	4.74	4.68	4.65	4.50	4.64
	High Efficient	6.00	5.00	5.00	5.75	5.56	4.63	3.71	4.54
	Standard Efficient	5.10	4.60	4.13	4.41	4.38	5.00	4.50	4.51
New York	Overall	4.80	4.52	5.04	4.96	4.88	4.73	5.02	4.89
	No Action	4.65	4.55	5.22	4.89	4.87	4.83	5.07	4.87
	Future	5.00	4.67	6.00	4.77	4.88	5.00	5.67	5.09
	Replaced	5.15	4.56	4.10	5.17	4.91	4.86	4.86	4.91
	High Efficient	5.13	5.00	4.50	4.55	4.59	5.00	4.88	4.80
	Standard Efficient	5.17	4.67	4.60	5.50	5.23	4.80	4.00	4.95
Louisiana	Overall	4.59	4.84	4.23	4.94	4.81	4.90	4.72	4.77
	No Action	4.65	4.90	4.18	4.97	4.81	4.96	4.75	4.80
	Future	5.00	0.00	5.00	5.00	5.00	6.00	4.00	4.92
	Replaced	4.50	5.00	3.00	5.14	4.96	4.38	4.82	4.79
	High Efficient	4.00	6.00	0.00	5.00	5.17	5.50	6.00	5.15
	Standard Efficient	5.00	3.60	3.00	5.00	4.90	4.25	4.70	4.77
Audit Only	Overall	4.69	4.68	4.64	4.95	4.85	4.81	4.87	4.83
	No Action	4.65	4.71	4.65	4.94	4.84	4.90	4.88	4.83
	Future	5.00	4.67	5.63	4.81	4.90	5.48	5.29	5.05
	Replaced	4.92	4.75	3.89	5.16	4.93	4.64	4.84	4.86
	High Efficient	4.64	5.33	4.50	4.66	4.73	5.16	4.99	4.87
	Standard Efficient	5.11	5.08	4.09	5.33	5.10	4.56	4.56	4.86

Lighting Attitudes

-- Energy Concerns Compared to Other Business Concerns --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	3.46	3.73	3.64	4.02	3.90	3.55	4.36	3.91
	No Action	3.38	3.63	3.74	4.06	3.92	3.38	4.21	3.84
	Future	3.13	4.20	3.13	4.00	3.88	4.22	6.00	4.09
	Replaced	4.00	4.08	3.52	3.73	3.76	3.94	4.50	4.00
	High Efficient	4.00	4.00	4.00	3.48	3.70	4.09	5.00	4.02
	Standard Efficient	4.15	4.31	3.17	3.87	3.81	4.00	4.75	4.10
Georgia	Overall	3.64	3.22	2.82	3.63	3.41	3.21	3.69	3.48
	No Action	3.51	3.09	2.95	3.40	3.24	3.13	3.41	3.29
	Future	5.50	4.00	1.67	3.25	2.82	3.67	4.25	3.70
	Replaced	3.55	3.60	2.40	3.77	3.59	3.46	3.95	3.70
	High Efficient	4.00	3.33	3.00	4.63	4.28	3.63	3.43	3.78
	Standard Efficient	3.56	3.40	2.38	3.91	3.57	3.93	4.25	3.80
New York	Overall	3.58	3.61	3.64	3.86	3.78	3.45	4.15	3.80
	No Action	3.48	3.70	3.71	3.78	3.75	3.43	4.50	3.79
	Future	3.77	3.33	4.50	4.38	4.25	5.00	4.67	4.32
	Replaced	3.70	3.13	3.20	3.83	3.63	3.29	3.92	3.69
	High Efficient	3.25	3.50	3.50	3.45	3.46	3.50	4.00	3.78
	Standard Efficient	4.23	3.20	3.40	3.93	3.71	3.20	2.50	3.53
Louisiana	Overall	3.82	3.74	3.17	3.75	3.66	3.71	4.02	3.77
	No Action	3.83	3.58	3.08	3.76	3.61	3.82	4.04	3.74
	Future	3.00	0.00	5.00	3.00	3.52	4.50	4.00	3.79
	Replaced	4.10	4.29	1.50	4.06	3.89	2.82	3.70	3.69
	High Efficient	4.25	5.00	0.00	3.75	3.96	3.50	4.00	3.96
	Standard Efficient	4.50	3.80	1.50	4.22	3.73	2.17	4.00	3.71
Audit Only	Overall	3.69	3.67	3.42	3.60	3.72	3.59	4.08	3.78
	No Action	3.65	3.65	3.39	3.77	3.60	3.67	4.23	3.76
	Future	3.69	3.33	4.69	4.13	4.11	4.76	4.52	4.21
	Replaced	3.85	3.66	2.88	3.90	3.72	3.09	3.83	3.69
	High Efficient	3.68	3.99	3.50	3.53	3.59	3.50	4.11	3.81
	Standard Efficient	4.32	3.50	2.79	4.04	3.72	2.83	3.66	3.62

Lighting Attitudes
– Recycling to Reduce Operating Costs –
(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.21	4.26	4.46	4.47	4.42	4.26	4.68	4.44
	No Action	4.15	4.25	4.61	4.51	4.47	4.07	4.54	4.40
	Future	3.50	3.67	3.63	4.54	4.19	4.24	6.00	4.32
	Replaced	4.44	4.15	4.41	4.19	4.22	4.67	5.00	4.51
	High Efficient	5.00	4.25	4.56	3.83	4.07	5.33	6.00	4.67
	Standard Efficient	4.23	4.33	4.00	4.23	4.21	4.26	5.00	4.41
Georgia	Overall	4.21	3.91	3.54	3.99	3.90	3.80	4.16	3.98
	No Action	4.04	3.93	3.50	3.79	3.77	3.54	3.96	3.80
	Future	5.50	6.00	2.00	3.75	3.41	4.67	4.50	4.13
	Replaced	4.70	3.90	4.11	4.17	4.13	4.30	4.62	4.26
	High Efficient	6.00	3.00	3.00	5.13	4.59	4.88	3.29	3.99
	Standard Efficient	4.50	4.20	4.29	4.45	4.40	4.53	4.50	4.45
New York	Overall	4.60	4.24	4.69	4.95	4.84	4.57	4.68	4.84
	No Action	4.46	4.24	5.00	4.68	4.63	4.72	4.75	4.64
	Future	4.73	4.67	3.00	5.00	4.76	5.00	4.33	4.66
	Replaced	4.85	4.56	4.20	4.97	4.78	4.14	4.69	4.69
	High Efficient	4.50	5.50	4.00	4.70	4.71	3.00	4.83	4.64
	Standard Efficient	5.25	4.50	4.00	5.20	4.85	4.60	4.33	4.76
Louisiana	Overall	4.22	4.03	4.11	4.21	4.16	4.49	4.04	4.10
	No Action	4.33	3.80	4.07	4.32	4.18	4.64	4.00	4.22
	Future	9.00	0.00	4.00	4.33	4.25	2.00	6.00	4.39
	Replaced	5.22	5.29	2.00	4.19	4.33	4.62	3.67	4.18
	High Efficient	5.33	6.00	0.00	4.50	4.75	5.50	4.00	4.79
	Standard Efficient	5.50	5.00	2.00	4.25	4.29	4.63	3.90	4.21
Audit Only	Overall	4.41	4.14	4.40	4.48	4.40	4.53	4.36	4.41
	No Action	4.40	4.04	4.51	4.48	4.39	4.68	4.33	4.41
	Future	4.79	4.67	3.37	4.88	4.66	3.55	4.91	4.60
	Replaced	4.98	4.87	3.97	4.68	4.62	4.36	4.20	4.49
	High Efficient	4.80	5.66	4.00	4.64	4.72	3.80	4.79	4.67
	Standard Efficient	5.33	4.72	3.62	4.79	4.62	4.61	4.01	4.48

Lighting Attitudes
-- Recycling More to Protect Environment --
(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.52	4.47	4.58	4.60	4.57	4.51	4.78	4.61
	No Action	4.48	4.40	4.68	4.59	4.57	4.45	4.58	4.55
	Future	4.22	3.90	3.88	4.92	4.51	4.18	6.00	4.57
	Replaced	4.72	4.48	4.71	4.42	4.48	4.78	5.00	4.68
	High Efficient	5.20	4.63	5.38	4.13	4.47	5.08	6.00	4.91
	Standard Efficient	4.69	4.54	4.18	4.45	4.42	4.58	5.00	4.61
Georgia	Overall	4.50	4.31	4.06	4.49	4.38	4.18	4.63	4.43
	No Action	4.32	4.38	4.02	4.24	4.23	3.96	4.25	4.21
	Future	6.00	1.00	3.00	4.00	3.40	5.00	4.75	4.29
	Replaced	4.87	4.40	4.30	4.79	4.69	4.60	4.83	4.74
	High Efficient	6.00	4.00	3.00	5.50	5.06	5.00	4.13	4.57
	Standard Efficient	4.60	4.60	4.50	4.77	4.70	4.71	5.13	4.81
New York	Overall	4.89	4.44	4.73	4.92	4.79	4.59	4.59	4.73
	No Action	4.72	4.51	4.87	4.84	4.76	5.00	4.69	4.77
	Future	5.00	4.67	3.00	5.31	4.99	5.00	4.33	4.84
	Replaced	5.18	4.44	4.50	5.08	4.90	4.00	4.31	4.65
	High Efficient	5.00	5.00	4.50	4.73	4.73	3.00	4.25	4.38
	Standard Efficient	5.31	4.50	4.40	5.25	4.96	4.40	4.33	4.80
Louisiana	Overall	4.40	4.56	4.31	4.66	4.59	4.73	4.20	4.49
	No Action	4.42	4.43	4.30	4.75	4.60	4.94	4.21	4.55
	Future	6.00	0.00	5.00	4.33	4.51	2.00	5.00	4.38
	Replaced	4.90	5.43	3.00	4.81	4.80	4.54	3.67	4.35
	High Efficient	4.25	6.00	0.00	5.00	5.17	5.50	4.00	4.79
	Standard Efficient	5.50	5.80	3.00	4.50	4.62	4.50	3.90	4.32
Audit Only	Overall	4.64	4.50	4.52	4.79	4.69	4.66	4.39	4.61
	No Action	4.57	4.47	4.57	4.79	4.68	4.97	4.42	4.65
	Future	5.19	4.67	3.74	5.13	4.90	3.55	4.48	4.74
	Replaced	5.08	4.87	4.21	4.99	4.66	4.25	4.02	4.53
	High Efficient	4.68	5.33	4.50	4.80	4.84	3.80	4.23	4.46
	Standard Efficient	5.37	5.08	3.95	4.94	4.82	4.44	4.01	4.55

HVAC Attitudes

-- Improve Energy Efficiency to Reduce Operating Costs --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.70	5.15	5.16	5.20	5.18	4.97	5.48	5.17
	No Action	4.58	5.12	5.30	5.15	5.17	4.88	5.52	5.13
	Future	5.50	5.63	4.50	5.32	5.27	3.50	0.00	5.21
	Replaced	5.05	5.38	4.84	5.16	5.16	5.11	5.86	5.32
	High Efficient	4.86	5.64	5.33	5.28	5.39	5.00	6.00	5.51
	Standard Efficient	5.20	5.15	4.38	5.07	4.98	5.00	6.00	5.24
Georgia	Overall	4.53	4.63	4.26	4.78	4.66	4.33	4.75	4.63
	No Action	4.61	4.52	4.46	4.62	4.57	4.28	4.54	4.52
	Future	5.00	3.33	6.00	4.80	4.54	4.33	6.00	5.10
	Replaced	4.54	5.33	4.13	4.85	4.82	4.23	5.13	4.86
	High Efficient	4.67	5.50	3.67	4.73	4.51	4.00	6.00	5.05
	Standard Efficient	4.50	4.50	6.00	5.25	5.22	4.60	3.60	4.54
New York	Overall	5.01	4.59	5.41	5.27	5.15	4.59	5.38	5.12
	No Action	4.95	4.77	5.43	5.14	5.10	4.83	5.31	5.08
	Future	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Replaced	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	High Efficient	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Standard Efficient	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Louisiana	Overall	5.02	5.11	4.69	5.16	5.07	4.88	5.27	5.09
	No Action	4.97	5.07	4.70	5.20	5.09	4.96	4.96	5.03
	Future	3.33	4.67	0.00	6.00	5.06	5.00	6.00	5.33
	Replaced	4.88	5.33	5.00	5.11	5.14	4.83	5.42	5.18
	High Efficient	4.33	5.00	6.00	5.56	5.56	4.60	5.30	5.29
	Standard Efficient	4.67	5.50	4.00	5.78	5.57	5.50	6.00	5.53
Audit Only	Overall	5.02	4.65	5.04	5.22	5.11	4.74	5.33	5.11
	No Action	4.96	4.91	5.04	5.17	5.09	4.90	5.01	5.06
	Future	3.33	4.67	0.00	6.00	5.06	5.00	6.00	5.33
	Replaced	4.88	5.33	5.00	5.11	5.14	4.83	5.42	5.18
	High Efficient	4.33	5.00	6.00	5.56	5.56	4.60	5.30	5.29
	Standard Efficient	4.67	5.50	4.00	5.78	5.57	5.50	6.00	5.53

HVAC Attitudes

-- Improve Energy Efficiency to Protect the Environment --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.60	4.82	4.78	4.86	4.84	4.72	4.99	4.83
	No Action	4.58	4.87	4.85	4.85	4.86	4.70	4.76	4.78
	Future	5.83	4.75	3.67	4.93	4.77	3.25	6.00	4.89
	Replaced	4.68	4.88	4.89	4.58	4.72	4.82	5.57	4.94
	High Efficient	5.00	4.91	5.33	5.11	5.09	4.83	6.00	5.35
	Standard Efficient	4.20	5.15	4.50	4.27	4.53	4.75	5.67	4.80
Georgia	Overall	4.77	4.52	4.39	4.88	4.73	4.95	4.66	4.67
	No Action	4.67	4.54	4.48	4.85	4.71	4.26	4.58	4.63
	Future	5.50	2.67	6.00	6.00	5.15	4.33	5.67	5.33
	Replaced	4.85	5.20	5.13	4.85	4.95	4.41	4.71	4.81
	High Efficient	5.50	6.00	5.17	4.82	5.00	4.33	5.43	5.14
	Standard Efficient	4.25	3.67	5.00	4.75	4.62	4.90	3.80	4.36
New York	Overall	4.80	4.52	5.04	4.96	4.88	4.73	5.02	4.89
	No Action	4.65	4.55	5.22	4.89	4.87	4.83	5.07	4.87
	Future	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Replaced	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	High Efficient	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Standard Efficient	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Louisiana	Overall	4.59	4.84	4.23	4.94	4.81	4.90	4.72	4.77
	No Action	4.65	4.90	4.13	4.97	4.81	4.96	4.75	4.80
	Future	2.67	4.33	0.00	6.00	4.82	6.00	5.00	4.71
	Replaced	4.71	5.11	4.80	4.81	4.87	4.83	4.83	4.84
	High Efficient	4.33	5.67	5.00	5.33	5.32	3.80	4.60	4.77
	Standard Efficient	4.67	4.75	4.00	5.67	5.31	5.75	6.00	5.40
Audit Only	Overall	4.69	4.68	4.64	4.95	4.85	4.81	4.87	4.83
	No Action	4.65	4.71	4.65	4.94	4.84	4.90	4.88	4.83
	Future	2.67	4.33	0.00	6.00	4.82	6.00	5.00	4.71
	Replaced	4.71	5.11	4.80	4.81	4.87	4.83	4.83	4.84
	High Efficient	4.33	5.67	5.00	5.33	5.32	3.80	4.60	4.77
	Standard Efficient	4.67	4.75	4.00	5.67	5.31	5.75	6.00	5.40

HVAC Attitudes

-- Energy Concerns Compared to Other Business Concerns --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	3.46	3.73	3.64	4.02	3.90	3.55	4.36	3.91
	No Action	3.38	3.63	3.74	4.06	3.92	3.38	4.21	3.84
	Future	3.67	4.00	3.20	3.80	3.77	3.00	2.00	3.56
	Replaced	3.70	3.93	3.82	3.81	3.85	3.70	5.00	4.12
	High Efficient	4.33	4.00	3.25	4.00	3.90	3.17	4.67	4.14
	Standard Efficient	3.00	4.25	4.25	3.68	3.92	3.42	5.33	4.14
Georgia	Overall	3.64	3.22	2.82	3.63	3.41	3.21	3.69	3.48
	No Action	3.51	3.09	2.96	3.40	3.24	3.13	3.41	3.29
	Future	4.50	1.67	6.00	3.20	3.07	3.00	4.33	3.72
	Replaced	3.67	4.20	2.18	3.81	3.63	3.29	4.07	3.75
	High Efficient	3.80	4.00	2.17	3.45	3.16	3.67	5.17	3.96
	Standard Efficient	3.25	3.67	2.00	4.58	4.33	2.78	3.20	3.71
New York	Overall	3.58	3.61	3.64	3.86	3.78	3.45	4.15	3.80
	No Action	3.48	3.70	3.71	3.78	3.75	3.43	4.50	3.79
	Future	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Replaced	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	High Efficient	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Standard Efficient	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Louisiana	Overall	3.82	3.74	3.17	3.75	3.66	3.71	4.02	3.77
	No Action	3.83	3.58	3.08	3.76	3.61	3.82	4.04	3.74
	Future	4.33	3.33	0.00	5.00	3.82	5.00	5.00	4.59
	Replaced	3.33	3.56	3.80	3.93	3.84	4.08	4.08	3.93
	High Efficient	3.67	2.33	4.67	3.11	3.32	3.60	3.80	3.61
	Standard Efficient	1.50	4.50	4.00	4.67	4.57	5.00	6.00	4.63
Audit Only	Overall	3.69	3.67	3.42	3.80	3.72	3.59	4.08	3.78
	No Action	3.65	3.65	3.39	3.77	3.68	3.67	4.23	3.76
	Future	4.33	3.33	0.00	5.00	3.82	6.00	5.00	4.59
	Replaced	3.33	3.56	3.80	3.93	3.84	4.08	4.08	3.93
	High Efficient	3.67	2.33	4.67	3.11	3.32	3.60	3.80	3.61
	Standard Efficient	1.50	4.50	4.00	4.67	4.57	5.00	6.00	4.63

HVAC Attitudes

-- Recycling to Reduce Operating Costs --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.21	4.26	4.46	4.47	4.42	4.26	4.68	4.44
	No Action	4.15	4.25	4.61	4.51	4.47	4.07	4.54	4.40
	Future	5.33	4.50	3.40	4.46	4.37	3.00	6.00	4.54
	Replaced	4.14	4.43	4.41	4.25	4.33	4.70	4.86	4.49
	High Efficient	4.14	5.00	5.00	4.35	4.63	4.50	4.67	4.59
	Standard Efficient	3.90	4.54	4.25	4.12	4.25	4.42	5.67	4.59
Georgia	Overall	4.21	3.91	3.54	3.99	3.90	3.60	4.15	3.98
	No Action	4.04	3.93	3.50	3.79	3.77	3.54	3.96	3.80
	Future	4.83	2.33	6.00	5.60	4.81	6.00	4.33	4.72
	Replaced	4.08	4.00	3.43	3.85	3.82	4.09	3.93	3.91
	High Efficient	4.83	5.00	3.60	3.36	3.55	4.22	4.29	4.00
	Standard Efficient	3.50	3.67	2.00	4.33	4.13	3.70	3.60	3.86
New York	Overall	4.60	4.24	4.69	4.75	4.64	4.57	4.68	4.64
	No Action	4.46	4.24	5.00	4.68	4.63	4.72	4.75	4.64
	Future	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Replaced	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	High Efficient	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Standard Efficient	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Louisiana	Overall	4.22	4.03	4.11	4.21	4.16	4.49	4.04	4.16
	No Action	4.33	3.80	4.07	4.32	4.18	4.64	4.00	4.22
	Future	3.67	5.67	0.00	6.00	5.76	5.00	6.00	5.57
	Replaced	3.50	4.22	4.40	3.85	3.99	4.50	3.83	3.97
	High Efficient	4.00	4.67	5.33	2.89	3.71	4.00	3.50	3.64
	Standard Efficient	3.33	4.00	3.00	5.22	4.75	5.50	5.00	4.78
Audit Only	Overall	4.41	4.14	4.40	4.48	4.40	4.53	4.36	4.41
	No Action	4.40	4.04	4.51	4.48	4.39	4.68	4.33	4.41
	Future	3.67	5.67	0.00	6.00	5.76	5.00	6.00	5.57
	Replaced	3.50	4.22	4.40	3.85	3.99	4.50	3.83	3.97
	High Efficient	4.00	4.67	5.33	2.89	3.71	4.00	3.50	3.64
	Standard Efficient	3.33	4.00	3.00	5.22	4.75	5.50	5.00	4.78

HVAC Attitudes

– Recycling More to Protect Environment –

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.52	4.47	4.58	4.60	4.57	4.51	4.78	4.61
	No Action	4.48	4.40	4.68	4.59	4.57	4.45	4.58	4.55
	Future	5.50	4.88	3.60	4.71	4.63	3.50	6.00	4.77
	Replaced	4.71	4.82	4.71	4.40	4.56	4.67	5.14	4.74
	High Efficient	5.00	5.11	5.60	4.53	4.86	4.33	4.67	4.77
	Standard Efficient	4.20	5.08	4.50	4.31	4.53	4.33	6.00	4.84
Georgia	Overall	4.50	4.31	4.06	4.49	4.38	4.18	4.63	4.43
	No Action	4.32	4.38	4.02	4.24	4.23	3.96	4.25	4.21
	Future	4.83	3.33	6.00	5.80	5.19	6.00	4.67	5.01
	Replaced	4.46	4.50	4.38	4.63	4.57	4.55	4.47	4.52
	High Efficient	5.67	5.50	4.83	4.55	4.69	4.22	5.43	5.01
	Standard Efficient	3.50	3.33	2.00	4.67	4.36	4.70	3.60	4.10
New York	Overall	4.89	4.44	4.73	4.92	4.79	4.59	4.59	4.73
	No Action	4.72	4.51	4.87	4.84	4.76	5.00	4.69	4.77
	Future	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Replaced	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	High Efficient	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Standard Efficient	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Louisiana	Overall	4.40	4.56	4.31	4.66	4.59	4.73	4.20	4.49
	No Action	4.42	4.43	4.30	4.75	4.60	4.94	4.21	4.55
	Future	5.00	5.67	0.00	6.00	5.76	5.00	5.67	5.67
	Replaced	3.88	4.89	5.00	4.37	4.55	4.36	3.92	4.28
	High Efficient	4.67	5.67	5.67	4.00	4.63	3.80	3.60	4.02
	Standard Efficient	3.67	4.75	3.00	5.33	5.01	5.67	5.00	4.97
Audit Only	Overall	4.64	4.50	4.52	4.79	4.69	4.66	4.39	4.61
	No Action	4.57	4.47	4.57	4.79	4.68	4.97	4.42	4.65
	Future	5.00	5.67	0.00	6.00	5.76	5.00	5.67	5.67
	Replaced	3.88	4.89	5.00	4.37	4.55	4.36	3.92	4.28
	High Efficient	4.67	5.67	5.67	4.00	4.63	3.80	3.60	4.02
	Standard Efficient	3.67	4.75	3.00	5.33	5.01	5.67	5.00	4.97

Motors Attitudes

-- Improve Energy Efficiency to Reduce Operating Costs --

(shading denotes significant difference from Edison results at the 90 % confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.70	5.15	5.16	5.20	5.18	4.97	5.48	5.17
	No Action	4.58	5.12	5.30	5.15	5.17	4.88	5.52	5.13
	Future	5.00	6.00	0.00	5.14	5.38	5.00	6.00	5.43
	Replaced	5.00	4.77	5.00	5.56	5.39	5.06	5.45	5.35
	High Efficient	6.00	5.75	6.00	5.75	5.76	5.21	5.00	5.26
	Standard Efficient	4.50	3.67	4.50	5.34	5.03	5.29	6.00	5.33
Georgia	Overall	4.53	4.63	4.26	4.78	4.66	4.33	4.75	4.63
	No Action	4.61	4.52	4.46	4.62	4.57	4.28	4.54	4.52
	Future	6.00	0.00	1.00	5.00	3.94	6.00	5.00	4.80
	Replaced	4.55	5.09	4.67	5.00	5.00	4.56	4.57	4.70
	High Efficient	6.00	6.00	0.00	6.00	6.00	4.60	5.40	5.38
	Standard Efficient	4.71	5.43	4.67	5.09	5.13	4.80	4.56	4.82
New York	Overall	5.01	4.59	5.41	5.27	5.15	4.59	5.38	5.12
	No Action	4.95	4.77	5.43	5.14	5.10	4.83	5.31	5.08
	Future	5.50	0.00	6.00	5.80	5.85	5.00	6.00	5.64
	Replaced	5.08	4.00	6.00	5.47	5.46	4.25	5.50	5.24
	High Efficient	5.17	0.00	6.00	5.33	5.48	4.00	5.33	5.10
	Standard Efficient	5.00	0.00	0.00	4.33	4.33	4.50	5.80	5.30
Louisiana	Overall	5.02	5.11	4.69	5.16	5.07	4.88	5.27	5.09
	No Action	4.97	5.07	4.70	5.20	5.09	4.96	4.96	5.03
	Future	5.00	6.00	0.00	0.00	6.00	6.00	6.00	5.85
	Replaced	5.43	6.00	6.00	4.96	4.68	5.27	5.45	5.17
	High Efficient	6.00	0.00	0.00	6.00	6.00	4.33	6.00	5.66
	Standard Efficient	5.40	6.00	6.00	3.33	4.35	5.63	5.14	5.13
Audit Only	Overall	5.02	4.85	5.04	5.22	5.11	4.74	5.33	5.11
	No Action	4.96	4.91	5.04	5.17	5.09	4.90	5.11	5.06
	Future	5.29	6.00	6.00	5.80	5.87	5.14	6.00	5.70
	Replaced	5.24	5.49	6.00	4.98	5.10	4.65	5.48	5.21
	High Efficient	5.33	0.00	6.00	5.71	5.74	4.14	5.58	5.32
	Standard Efficient	5.22	6.00	6.00	3.84	4.34	5.23	5.44	5.20

Motors Attitudes

– Improve Energy Efficiency to Protect the Environment –

(shading denotes significant difference from Edison results at the 90 % confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.60	4.82	4.78	4.86	4.84	4.72	4.99	4.83
	No Action	4.58	4.87	4.85	4.85	4.86	4.70	4.76	4.78
	Future	5.33	5.50	0.00	5.36	5.40	4.89	6.00	5.43
	Replaced	5.43	3.92	5.14	4.93	4.80	4.82	5.18	4.97
	High Efficient	6.00	5.00	6.00	4.42	4.63	4.79	4.80	4.77
	Standard Efficient	5.00	2.50	4.75	4.79	4.46	5.29	5.67	4.93
Georgia	Overall	4.77	4.52	4.39	4.88	4.73	4.55	4.66	4.67
	No Action	4.67	4.54	4.48	4.85	4.71	4.26	4.58	4.63
	Future	6.00	0.00	2.00	3.00	2.74	6.00	5.50	4.65
	Replaced	5.27	4.73	4.33	4.67	4.66	4.56	4.43	4.56
	High Efficient	6.00	6.00	0.00	5.00	5.39	5.00	5.00	5.08
	Standard Efficient	5.71	4.71	4.33	4.55	4.56	4.50	4.22	4.50
New York	Overall	4.80	4.52	5.04	4.96	4.88	4.73	5.02	4.89
	No Action	4.65	4.55	5.22	4.89	4.87	4.83	5.07	4.87
	Future	5.25	0.00	6.00	4.60	4.95	5.33	6.00	5.36
	Replaced	5.00	3.00	6.00	5.06	5.06	5.00	5.14	5.09
	High Efficient	4.50	0.00	6.00	5.33	5.48	5.50	5.00	5.15
	Standard Efficient	5.50	0.00	0.00	3.67	3.67	5.50	5.40	5.17
Louisiana	Overall	4.59	4.84	4.23	4.94	4.81	4.90	4.72	4.77
	No Action	4.65	4.90	4.03	4.97	4.81	4.96	4.75	4.80
	Future	4.50	3.00	0.00	0.00	3.00	6.00	5.00	4.80
	Replaced	5.43	5.33	6.00	4.14	4.42	5.27	4.64	4.72
	High Efficient	6.00	0.00	0.00	4.50	4.50	4.33	5.00	4.73
	Standard Efficient	5.20	6.00	6.00	4.00	4.76	5.63	4.74	4.65
Audit Only	Overall	4.69	4.68	4.64	4.95	4.85	4.81	4.87	4.83
	No Action	4.65	4.71	4.65	4.94	4.84	4.90	4.88	4.83
	Future	4.93	3.00	6.00	4.60	4.75	5.42	5.54	5.21
	Replaced	5.20	4.74	6.00	4.66	4.76	5.11	4.94	4.93
	High Efficient	4.80	0.00	6.00	4.87	4.99	5.02	5.00	4.98
	Standard Efficient	5.33	6.00	6.00	3.83	4.33	5.58	4.91	4.87

Motors Attitudes

– Energy Concerns Compared to Other Business Concerns –

(shading denotes significant difference from Edison results at the 90 % confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	3.46	3.73	3.64	4.02	3.90	3.55	4.36	3.91
	No Action	3.38	3.63	3.74	4.06	3.92	3.38	4.21	3.84
	Future	4.33	4.50	0.00	4.93	4.81	3.94	5.50	4.77
	Replaced	4.17	3.31	3.29	4.25	4.02	3.80	4.64	4.22
	High Efficient	5.00	4.50	6.00	4.82	4.82	4.22	4.80	4.69
	Standard Efficient	5.00	2.50	2.75	4.07	3.71	3.43	4.67	3.98
Georgia	Overall	3.64	3.22	2.82	3.63	3.41	3.21	3.69	3.48
	No Action	3.51	3.09	2.96	3.40	3.24	3.13	3.41	3.29
	Future	6.00	0.00	1.00	3.50	2.84	6.00	4.00	3.92
	Replaced	4.18	3.80	3.00	4.06	3.91	3.08	3.75	3.75
	High Efficient	4.00	6.00	0.00	2.00	3.58	3.00	4.40	4.11
	Standard Efficient	4.57	3.83	3.00	4.55	4.19	3.30	3.67	3.91
New York	Overall	3.58	3.61	3.64	3.86	3.78	3.45	4.15	3.80
	No Action	3.48	3.70	3.71	3.78	3.75	3.43	4.50	3.79
	Future	4.00	0.00	4.00	3.20	3.40	3.67	4.00	3.63
	Replaced	3.58	2.00	3.50	4.06	3.93	3.63	4.07	3.92
	High Efficient	4.00	0.00	4.00	4.67	4.52	3.50	3.67	3.88
	Standard Efficient	3.17	0.00	0.00	2.33	2.33	5.50	4.20	4.01
Louisiana	Overall	3.82	3.74	3.17	3.75	3.66	3.71	4.02	3.77
	No Action	3.83	3.58	3.08	3.76	3.61	3.82	4.04	3.74
	Future	3.00	6.00	0.00	0.00	6.00	6.00	5.00	4.92
	Replaced	3.57	4.67	4.00	3.50	3.69	3.70	3.91	3.78
	High Efficient	3.00	0.00	0.00	4.50	4.50	3.67	3.00	3.67
	Standard Efficient	3.40	5.00	4.00	1.67	2.72	3.71	3.86	3.59
Audit Only	Overall	3.69	3.67	3.42	3.80	3.72	3.59	4.08	3.78
	No Action	3.65	3.65	3.39	3.77	3.68	3.67	4.23	3.76
	Future	3.57	6.00	4.00	3.20	3.67	3.98	4.63	4.03
	Replaced	3.58	3.99	3.69	3.81	3.82	3.65	4.01	3.86
	High Efficient	3.80	0.00	4.00	4.57	4.51	3.57	3.42	3.80
	Standard Efficient	3.30	5.00	4.00	2.01	2.57	4.39	4.01	3.77

Motors Attitudes

-- Recycling to Reduce Operating Costs --

(shading denotes significant difference from Edison results at the 90 % confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.21	4.26	4.46	4.47	4.42	4.26	4.68	4.44
	No Action	4.15	4.25	4.61	4.51	4.47	4.07	4.54	4.40
	Future	4.00	4.83	0.00	5.17	5.07	4.06	3.50	4.29
	Replaced	4.71	3.77	4.86	4.23	4.22	4.56	4.64	4.45
	High Efficient	5.00	5.25	6.00	4.27	4.60	4.61	4.40	4.50
	Standard Efficient	5.00	3.00	4.50	4.11	3.99	4.38	4.33	4.16
Georgia	Overall	4.21	3.91	3.54	3.99	3.90	3.80	4.15	3.98
	No Action	4.04	3.93	3.50	3.79	3.77	3.54	3.96	3.80
	Future	6.00	0.00	1.00	4.50	3.57	6.00	4.50	4.42
	Replaced	4.80	4.27	4.00	4.06	4.11	4.20	4.14	4.17
	High Efficient	6.00	6.00	0.00	6.00	6.00	3.80	5.40	5.28
	Standard Efficient	5.33	3.57	4.00	3.91	3.83	4.40	4.22	4.15
New York	Overall	4.60	4.24	4.69	4.75	4.64	4.57	4.68	4.64
	No Action	4.46	4.24	5.00	4.68	4.63	4.72	4.75	4.64
	Future	5.00	0.00	4.00	4.80	4.60	5.67	4.50	4.88
	Replaced	5.17	3.00	4.50	5.06	4.93	4.25	4.62	4.67
	High Efficient	5.50	0.00	6.00	5.33	5.48	3.00	4.50	4.59
	Standard Efficient	4.83	0.00	0.00	4.00	4.00	5.50	4.20	4.43
Louisiana	Overall	4.22	4.03	4.11	4.21	4.16	4.49	4.04	4.13
	No Action	4.33	3.80	4.07	4.32	4.18	4.64	4.00	4.22
	Future	3.00	3.00	0.00	0.00	3.00	1.00	6.00	4.66
	Replaced	4.00	5.67	6.00	3.07	3.60	4.91	3.67	3.85
	High Efficient	3.00	0.00	0.00	3.25	3.25	4.67	3.00	3.43
	Standard Efficient	4.40	6.00	6.00	2.33	3.73	5.00	4.14	4.28
Audit Only	Overall	4.41	4.14	4.40	4.48	4.40	4.53	4.56	4.41
	No Action	4.40	4.04	4.51	4.48	4.39	4.68	4.33	4.41
	Future	4.00	3.00	4.00	4.80	4.43	5.04	5.20	4.82
	Replaced	4.62	4.99	5.06	4.18	4.32	4.51	4.19	4.31
	High Efficient	5.00	0.00	6.00	4.17	4.37	3.69	3.80	4.08
	Standard Efficient	4.59	6.00	6.00	3.19	3.84	5.17	4.17	4.34

Motors Attitudes

– Recycling More to Protect Environment –

(shading denotes significant difference from Edison results at the 90 % confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.52	4.47	4.58	4.60	4.57	4.51	4.78	4.61
	No Action	4.48	4.40	4.68	4.59	4.57	4.45	4.58	4.55
	Future	5.00	4.67	0.00	5.43	5.22	4.12	3.50	4.45
	Replaced	4.86	3.92	4.86	4.68	4.58	4.70	4.91	4.74
	High Efficient	5.00	5.25	6.00	4.36	4.66	4.67	4.80	4.74
	Standard Efficient	5.00	2.83	4.50	4.52	4.28	4.79	4.67	4.47
Georgia	Overall	4.50	4.31	4.06	4.49	4.38	4.18	4.63	4.43
	No Action	4.32	4.38	4.02	4.24	4.23	3.96	4.25	4.21
	Future	6.00	0.00	3.00	4.00	3.74	6.00	5.00	4.73
	Replaced	5.40	4.64	4.00	4.39	4.42	4.52	4.91	4.74
	High Efficient	6.00	6.00	0.00	6.00	6.00	4.60	5.40	5.38
	Standard Efficient	6.00	4.43	4.00	4.09	4.17	4.50	4.89	4.62
New York	Overall	4.89	4.44	4.73	4.92	4.79	4.59	4.59	4.73
	No Action	4.72	4.51	4.87	4.84	4.76	5.00	4.69	4.77
	Future	5.50	0.00	4.00	5.60	5.20	5.33	4.50	5.06
	Replaced	5.33	4.00	6.00	5.12	5.16	4.00	4.54	4.67
	High Efficient	5.50	0.00	6.00	5.67	5.74	3.00	4.50	4.66
	Standard Efficient	5.17	0.00	0.00	3.67	3.67	5.50	4.60	4.65
Louisiana	Overall	4.40	4.56	4.31	4.66	4.59	4.73	4.20	4.49
	No Action	4.42	4.43	4.30	4.75	4.60	4.94	4.21	4.55
	Future	3.00	3.00	0.00	0.00	3.00	1.00	5.50	4.35
	Replaced	5.00	5.67	3.00	3.86	4.06	5.36	4.17	4.37
	High Efficient	6.00	0.00	0.00	4.00	4.00	4.67	4.50	4.43
	Standard Efficient	4.60	6.00	3.00	2.67	3.29	5.63	4.29	4.43
Audit Only	Overall	4.64	4.50	4.52	4.79	4.69	4.66	4.39	4.61
	No Action	4.57	4.47	4.57	4.79	4.68	4.97	4.42	4.65
	Future	4.43	3.00	4.00	5.60	4.97	4.75	4.96	4.87
	Replaced	5.18	5.24	4.89	4.56	4.64	4.53	4.37	4.53
	High Efficient	5.60	0.00	6.00	4.73	4.87	3.69	4.50	4.56
	Standard Efficient	4.85	6.00	3.00	3.16	3.44	5.58	4.43	4.52

ASD Attitudes

-- Improve Energy Efficiency to Reduce Operating Costs --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.70	5.15	5.16	5.20	5.18	4.97	5.48	5.17
	No Action	4.58	5.12	5.30	5.15	5.17	4.88	5.52	5.13
	Future	4.00	5.67	0.00	5.67	5.67	5.38	3.00	4.81
	Replaced	6.00	4.80	3.00	5.38	4.76	5.19	5.75	5.35
Georgia	Overall	4.53	4.63	4.26	4.78	4.66	4.33	4.75	4.63
	No Action	4.61	4.52	4.46	4.62	4.57	4.23	4.54	4.52
	Future	5.67	0.00	0.00	0.00	0.00	4.00	4.50	4.69
	Replaced	5.00	0.00	0.00	6.00	6.00	5.00	4.60	4.73
New York	Overall	5.01	4.59	5.41	5.27	5.15	4.59	5.38	5.12
	No Action	4.95	4.77	5.43	5.14	5.10	4.83	5.31	5.08
	Future	6.00	0.00	6.00	5.00	5.17	4.00	5.75	5.21
	Replaced	5.50	0.00	0.00	6.00	6.00	4.00	5.40	5.23
Louisiana	Overall	5.02	5.11	4.69	5.16	5.07	4.88	5.27	5.09
	No Action	4.97	5.07	4.70	5.20	5.09	4.96	4.96	5.03
	Future	6.00	6.00	0.00	0.00	6.00	0.00	0.00	6.00
	Replaced	3.00	6.00	0.00	5.00	5.35	0.00	6.00	5.67
Audit Only	Overall	5.02	4.85	5.04	5.22	5.11	4.74	5.33	5.11
	No Action	4.96	4.91	5.04	5.17	5.09	4.90	5.11	5.06
	Future	6.00	6.00	6.00	5.00	5.29	4.00	5.75	5.26
	Replaced	4.43	6.00	0.00	5.41	5.55	4.00	5.65	5.42

ASD Attitudes

-- Improve Energy Efficiency to Protect the Environment --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.60	4.82	4.78	4.86	4.84	4.72	4.99	4.83
	No Action	4.58	4.87	4.85	4.85	4.86	4.70	4.76	4.78
	Future	5.00	4.00	0.00	4.83	4.58	4.92	4.00	4.56
	Replaced	6.00	4.80	2.67	4.63	4.31	4.58	5.75	5.06
Georgia	Overall	4.77	4.52	4.39	4.88	4.73	4.35	4.66	4.67
	No Action	4.67	4.54	4.48	4.85	4.71	4.26	4.58	4.63
	Future	6.00	0.00	0.00	0.00	0.00	2.50	5.00	4.91
	Replaced	5.00	0.00	0.00	6.00	6.00	5.08	4.53	4.69
New York	Overall	4.80	4.52	5.04	4.96	4.88	4.73	5.02	4.89
	No Action	4.65	4.55	5.22	4.89	4.87	4.83	5.07	4.87
	Future	6.00	0.00	6.00	3.75	4.14	5.33	5.25	5.02
	Replaced	5.00	0.00	0.00	6.00	6.00	3.50	5.40	5.13
Louisiana	Overall	4.59	4.84	4.23	4.94	4.81	4.90	4.72	4.77
	No Action	4.65	4.90	4.13	4.97	4.81	4.96	4.75	4.80
	Future	6.00	5.00	0.00	0.00	5.00	0.00	0.00	5.40
	Replaced	2.00	6.00	0.00	5.33	5.57	0.00	6.00	5.70
Audit Only	Overall	4.69	4.68	4.64	4.95	4.85	4.81	4.87	4.83
	No Action	4.65	4.71	4.65	4.94	4.84	4.90	4.88	4.83
	Future	6.00	5.00	6.00	3.75	4.26	5.33	5.25	5.05
	Replaced	3.71	6.00	0.00	5.61	5.70	3.50	5.65	5.37

ASD Attitudes

-- Energy Concerns Compared to Other Business Concerns --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	3.46	3.73	3.64	4.02	3.90	3.55	4.36	3.91
	No Action	3.38	3.63	3.74	4.06	3.92	3.38	4.21	3.84
	Future	5.00	4.33	0.00	3.80	3.98	3.54	3.00	3.58
	Replaced	5.00	4.00	3.33	4.63	4.20	4.00	4.00	4.09
Georgia	Overall	3.64	3.22	2.82	3.63	3.41	3.21	3.69	3.48
	No Action	3.51	3.09	2.96	3.40	3.24	3.13	3.41	3.29
	Future	4.33	0.00	0.00	0.00	0.00	1.50	3.50	3.44
	Replaced	5.33	0.00	0.00	4.00	4.00	3.67	4.14	4.12
New York	Overall	3.58	3.61	3.64	3.86	3.78	3.45	4.15	3.80
	No Action	3.48	3.70	3.71	3.78	3.75	3.43	4.50	3.79
	Future	4.50	0.00	5.00	2.00	2.52	3.33	4.00	3.50
	Replaced	4.00	0.00	0.00	5.50	5.50	3.50	3.80	3.95
Louisiana	Overall	3.82	3.74	3.17	3.75	3.66	3.71	4.02	3.77
	No Action	3.83	3.58	3.08	3.76	3.61	3.82	4.04	3.74
	Future	3.00	6.00	0.00	0.00	6.00	0.00	0.00	4.80
	Replaced	1.00	5.50	0.00	3.67	4.31	0.00	5.25	4.77
Audit Only	Overall	3.69	3.67	3.42	3.80	3.72	3.59	4.08	3.78
	No Action	3.65	3.65	3.39	3.77	3.68	3.67	4.23	3.76
	Future	3.86	6.00	5.00	2.00	3.00	3.33	4.00	3.58
	Replaced	2.20	5.50	0.00	4.42	4.68	3.50	4.39	4.30

ASD Attitudes

-- Recycling to Reduce Operating Costs --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.21	4.26	4.46	4.47	4.42	4.26	4.68	4.44
	No Action	4.15	4.25	4.61	4.51	4.47	4.07	4.54	4.40
	Future	4.00	4.67	0.00	4.33	4.43	4.00	6.00	4.69
	Replaced	5.67	4.80	3.00	4.38	4.24	4.48	5.00	4.68
Georgia	Overall	4.21	3.91	3.54	3.99	3.90	3.80	4.15	3.98
	No Action	4.04	3.93	3.50	3.79	3.77	3.54	3.96	3.80
	Future	5.00	0.00	0.00	0.00	0.00	1.00	5.00	4.51
	Replaced	5.33	0.00	0.00	5.00	5.00	4.75	4.07	4.24
New York	Overall	4.60	4.24	4.69	4.75	4.64	4.57	4.68	4.64
	No Action	4.46	4.24	5.00	4.68	4.63	4.72	4.75	4.64
	Future	6.00	0.00	5.00	4.25	4.38	5.33	4.50	4.69
	Replaced	4.50	0.00	0.00	6.00	6.00	4.00	5.00	4.91
Louisiana	Overall	4.22	4.03	4.11	4.21	4.16	4.49	4.04	4.18
	No Action	4.33	3.80	4.07	4.32	4.18	4.64	4.00	4.22
	Future	3.00	1.00	0.00	0.00	1.00	0.00	0.00	1.80
	Replaced	3.00	5.50	0.00	3.67	4.31	0.00	5.00	4.69
Audit Only	Overall	4.41	4.14	4.40	4.48	4.40	4.53	4.36	4.41
	No Action	4.40	4.04	4.51	4.48	4.39	4.68	4.33	4.41
	Future	4.20	1.00	5.00	4.25	3.92	5.33	4.50	4.51
	Replaced	3.86	5.50	0.00	4.63	4.84	4.00	5.00	4.81

ASD Attitudes

-- Recycling More to Protect Environment --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.52	4.47	4.58	4.60	4.57	4.51	4.78	4.61
	No Action	4.48	4.40	4.68	4.59	4.57	4.45	4.58	4.55
	Future	5.00	4.33	0.00	5.17	4.91	3.92	6.00	4.86
	Replaced	5.33	4.80	4.00	4.63	4.56	4.50	5.25	4.86
Georgia	Overall	4.50	4.31	4.06	4.49	4.38	4.18	4.63	4.43
	No Action	4.32	4.38	4.02	4.24	4.23	3.96	4.25	4.21
	Future	6.00	0.00	0.00	0.00	0.00	1.50	5.00	4.79
	Replaced	5.67	0.00	0.00	6.00	6.00	4.92	4.79	4.90
New York	Overall	4.89	4.44	4.73	4.92	4.79	4.59	4.59	4.73
	No Action	4.72	4.51	4.87	4.84	4.76	5.00	4.69	4.77
	Future	6.00	0.00	5.00	4.75	4.79	5.00	4.00	4.50
	Replaced	4.50	0.00	0.00	6.00	6.00	4.00	5.00	4.91
Louisiana	Overall	4.40	4.56	4.31	4.66	4.59	4.73	4.20	4.49
	No Action	4.42	4.43	4.30	4.75	4.60	4.94	4.21	4.55
	Future	4.00	1.00	0.00	0.00	1.00	0.00	0.00	2.20
	Replaced	1.00	6.00	0.00	5.00	5.35	0.00	5.50	5.28
Audit Only	Overall	4.64	4.50	4.52	4.79	4.69	4.66	4.39	4.61
	No Action	4.57	4.47	4.57	4.79	4.68	4.97	4.42	4.65
	Future	5.14	1.00	5.00	4.75	4.28	5.00	4.00	4.36
	Replaced	3.00	6.00	0.00	5.41	5.55	4.00	5.23	5.08

EMS Attitudes

-- Improve Energy Efficiency to Reduce Operating Costs --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.70	5.15	5.16	5.20	5.18	4.97	5.48	5.17
	No Action	4.58	5.12	5.30	5.15	5.17	4.88	5.52	5.13
	Future	4.89	5.33	6.00	5.50	5.50	4.31	5.33	5.29
	Replaced	4.88	4.91	5.83	5.22	5.24	5.71	5.25	5.24
Georgia	Overall	4.53	4.63	4.26	4.78	4.66	4.33	4.75	4.63
	No Action	4.61	4.52	4.46	4.62	4.57	4.23	4.54	4.52
	Future	3.50	3.50	0.00	4.33	4.23	4.50	5.86	5.10
	Replaced	4.33	5.33	0.00	4.75	4.94	5.43	4.80	4.86
New York	Overall	5.01	4.59	5.41	5.27	5.15	4.59	5.38	5.12
	No Action	4.95	4.77	5.43	5.14	5.10	4.83	5.31	5.08
	Future	5.40	3.00	3.50	5.80	5.05	0.00	5.80	5.40
	Replaced	6.00	3.50	0.00	5.56	5.02	4.00	5.83	5.27
Louisiana	Overall	5.02	5.11	4.69	5.16	5.07	4.88	5.27	5.09
	No Action	4.97	5.07	4.70	5.20	5.09	4.96	4.96	5.03
	Future	3.00	5.00	0.00	5.67	5.43	6.00	5.17	5.14
	Replaced	5.67	4.33	6.00	5.67	5.22	6.00	6.00	5.64
Audit Only	Overall	5.02	4.85	5.04	5.22	5.11	4.74	5.33	5.11
	No Action	4.96	4.91	5.04	5.17	5.09	4.90	5.11	5.06
	Future	4.50	3.79	3.50	5.77	5.14	6.00	5.48	5.29
	Replaced	5.80	3.85	6.00	5.58	5.09	4.27	5.88	5.39

EMS Attitudes

-- Improve Energy Efficiency to Protect the Environment --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.60	4.82	4.78	4.86	4.84	4.72	4.99	4.83
	No Action	4.58	4.87	4.85	4.85	4.86	4.70	4.76	4.78
	Future	4.33	4.89	5.67	5.07	5.07	4.23	5.67	5.19
	Replaced	5.13	4.45	5.33	4.44	4.60	5.00	4.75	4.72
Georgia	Overall	4.77	4.52	4.39	4.88	4.73	4.35	4.66	4.67
	No Action	4.67	4.54	4.48	4.85	4.71	4.26	4.58	4.63
	Future	4.00	3.50	0.00	4.00	3.94	3.50	5.14	4.58
	Replaced	3.67	5.33	0.00	5.75	5.61	5.57	4.60	4.84
New York	Overall	4.80	4.52	5.04	4.96	4.88	4.73	5.02	4.89
	No Action	4.65	4.55	5.22	4.89	4.87	4.83	5.07	4.87
	Future	5.40	5.00	3.50	5.40	5.10	0.00	5.60	5.34
	Replaced	6.00	3.50	0.00	4.88	4.49	4.33	4.83	4.67
Louisiana	Overall	4.59	4.84	4.23	4.94	4.81	4.90	4.72	4.77
	No Action	4.65	4.90	4.13	4.97	4.81	4.96	4.75	4.80
	Future	3.00	5.50	0.00	5.33	5.39	6.00	3.33	3.90
	Replaced	4.00	4.33	3.00	6.00	4.89	6.00	5.00	4.90
Audit Only	Overall	4.69	4.68	4.64	4.95	4.85	4.81	4.87	4.83
	No Action	4.65	4.71	4.65	4.94	4.84	4.90	4.88	4.83
	Future	4.50	5.20	3.50	5.39	5.17	6.00	4.44	4.76
	Replaced	4.80	3.85	3.00	5.17	4.63	4.56	4.88	4.75

EMS Attitudes

-- Energy Concerns Compared to Other Business Concerns --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	3.46	3.73	3.64	4.02	3.90	3.55	4.36	3.91
	No Action	3.38	3.63	3.74	4.06	3.92	3.38	4.21	3.84
	Future	3.67	4.44	4.00	4.37	4.36	3.46	5.00	4.49
	Replaced	4.00	4.55	4.33	3.94	4.18	4.00	4.50	4.28
Georgia	Overall	3.64	3.22	2.82	3.63	3.41	3.21	3.69	3.48
	No Action	3.51	3.09	2.96	3.40	3.24	3.13	3.41	3.29
	Future	3.50	4.00	0.00	3.56	3.61	3.50	4.71	4.20
	Replaced	5.33	3.67	0.00	4.75	4.39	3.29	4.10	4.14
New York	Overall	3.58	3.61	3.64	3.86	3.78	3.45	4.15	3.80
	No Action	3.48	3.70	3.71	3.78	3.75	3.43	4.50	3.79
	Future	3.60	3.00	2.50	4.70	4.15	0.00	4.60	4.31
	Replaced	4.67	3.00	0.00	3.89	3.70	3.33	4.00	3.82
Louisiana	Overall	3.82	3.74	3.17	3.75	3.66	3.71	4.02	3.77
	No Action	3.83	3.58	3.08	3.76	3.61	3.82	4.04	3.74
	Future	4.50	4.00	0.00	4.00	4.00	6.00	3.83	3.99
	Replaced	4.33	3.33	4.00	4.00	3.75	5.00	4.67	4.26
Audit Only	Overall	3.69	3.67	3.42	3.80	3.72	3.59	4.08	3.78
	No Action	3.65	3.65	3.39	3.77	3.68	3.67	4.23	3.76
	Future	3.94	3.39	2.50	4.54	4.11	6.00	4.21	4.18
	Replaced	4.47	3.16	4.00	3.92	3.72	3.56	4.20	3.96

EMS Attitudes

-- Recycling to Reduce Operating Costs --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.21	4.26	4.46	4.47	4.42	4.26	4.68	4.44
	No Action	4.15	4.25	4.61	4.51	4.47	4.07	4.54	4.40
	Future	3.67	4.67	4.00	4.63	4.60	4.08	5.67	4.93
	Replaced	5.25	4.30	5.00	4.12	4.33	5.29	4.50	4.53
Georgia	Overall	4.21	3.91	3.54	3.99	3.90	3.80	4.15	3.98
	No Action	4.04	3.93	3.50	3.79	3.77	3.54	3.96	3.80
	Future	3.50	3.00	0.00	3.67	3.58	3.50	5.29	4.50
	Replaced	5.00	5.33	0.00	5.50	5.45	4.57	4.70	4.85
New York	Overall	4.60	4.24	4.69	4.75	4.64	4.57	4.68	4.64
	No Action	4.46	4.24	5.00	4.68	4.63	4.72	4.75	4.64
	Future	4.25	4.00	4.50	4.60	4.49	0.00	5.00	4.70
	Replaced	5.67	3.25	0.00	4.88	4.42	4.33	4.00	4.25
Louisiana	Overall	4.22	4.03	4.11	4.21	4.16	4.49	4.04	4.18
	No Action	4.33	3.80	4.07	4.32	4.18	4.64	4.00	4.22
	Future	4.00	4.00	0.00	5.33	4.87	1.00	4.33	4.31
	Replaced	3.00	3.33	4.00	4.67	4.06	6.00	4.33	4.16
Audit Only	Overall	4.41	4.14	4.40	4.48	4.40	4.53	4.36	4.41
	No Action	4.40	4.04	4.51	4.48	4.39	4.68	4.33	4.41
	Future	4.14	4.00	4.50	4.76	4.58	1.00	4.66	4.54
	Replaced	4.06	3.29	4.00	4.82	4.29	4.56	4.10	4.22

EMS Attitudes

-- Recycling More to Protect Environment --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Overall	4.52	4.47	4.58	4.60	4.57	4.51	4.78	4.61
	No Action	4.48	4.40	4.68	4.59	4.57	4.45	4.58	4.55
	Future	4.22	4.78	5.00	4.87	4.86	4.33	5.83	5.17
	Replaced	4.75	4.70	5.00	4.24	4.50	4.83	4.50	4.54
Georgia	Overall	4.50	4.31	4.06	4.49	4.38	4.18	4.63	4.43
	No Action	4.32	4.38	4.02	4.24	4.26	3.96	4.25	4.21
	Future	4.00	3.50	0.00	4.22	4.13	3.50	5.43	4.81
	Replaced	5.00	5.67	0.00	5.50	5.55	5.00	4.90	5.04
New York	Overall	4.89	4.44	4.73	4.92	4.79	4.59	4.59	4.73
	No Action	4.72	4.51	4.87	4.84	4.76	5.00	4.69	4.77
	Future	5.20	4.00	5.00	5.00	4.83	0.00	5.00	4.93
	Replaced	6.00	3.50	0.00	4.89	4.53	4.33	4.17	4.39
Louisiana	Overall	4.40	4.56	4.31	4.66	4.59	4.73	4.20	4.49
	No Action	4.42	4.43	4.30	4.75	4.60	4.94	4.21	4.55
	Future	6.00	5.00	0.00	5.33	5.22	1.00	4.00	4.28
	Replaced	3.00	4.33	5.00	5.67	5.06	5.00	4.33	4.53
Audit Only	Overall	4.64	4.50	4.52	4.79	4.69	4.66	4.39	4.61
	No Action	4.57	4.47	4.57	4.79	4.68	4.97	4.42	4.65
	Future	5.50	4.39	5.00	5.07	4.92	1.00	4.49	4.67
	Replaced	4.20	3.85	5.00	5.08	4.71	4.42	4.22	4.43

Regression Analysis of Attitudes Results

Background and Introduction

To assess the stated motivations of customers for reducing energy use, customers were asked to rate the importance of each of the following:

- Improving energy efficiency to reduce operating costs
- Improving energy efficiency to protect the environment
- [The company's] energy concerns compared to other business concerns
- Recycling more to reduce costs
- Recycling more to protect the environment

The Models

In assessing the relationship between utility program offerings and customer attitudes, a predictive model was developed to ascertain whether customers' responses were correlated with the types of programs available in their service territory or with their own involvement or intentions to purchase particular technologies. The predictors included both service territory characteristics (i.e., the availability of audit or rebate programs) and whether the respondent's company had purchased each of the technologies studied (and, if purchased, whether the efficiency was known, and whether the efficiency was high or standard). All the variables available were used in an effort to investigate which characteristics might be associated with a more positive attitude toward energy efficiency.

Results

The results indicate that statistically reliable predictive models can be constructed. Nonetheless, many other factors determining the attitudinal responses were not captured in these models. In other words, the explained variance was quite small, with a maximum adjusted R-square of .026.

Results of the individual regression results are presented on the following pages, with illustrative examples of significant variables highlighted in the main body of the report. In every instance, the most reliable single predictor of a score higher than average is the availability of an audit program in the respondent's service territory. The availability of rebate programs does not have such a general effect, but appears to affect the ratings given by customers who have replaced specific technologies with high efficiency units, particularly air conditioning. The apparent influence of the presence of utility audit programs on customer attitudes toward various indicators of the importance of energy efficiency supports lends some support to the hypothesis that Edison programs have had a market effect.

Attitude Variable Descriptions

ATT	=	Customer's Attitude Score (1-6)
RF_AC	=	1 if Customer Replaced/Will Replace HVAC; 0 Otherwise
RF_LT	=	1 if Customer Replaced/Will Replace Lighting; 0 Otherwise
RF_MO	=	1 if Customer Replaced/Will Replace Motors; 0 Otherwise
RF_AS	=	1 if Customer Replaced/Will Replace ASD; 0 Otherwise
RF_EM	=	1 if Customer Replaced/Will Replace EMS; 0 Otherwise
R_AC	=	1 if Customer Replaced HVAC; 0 Otherwise
R_LT	=	1 if Customer Replaced Lighting; 0 Otherwise
R_MO	=	1 if Customer Replaced Motors; 0 Otherwise
R_AS	=	1 if Customer Replaced ASD; 0 Otherwise
R_EM	=	1 if Customer Replaced EMS; 0 Otherwise
EF_AC	=	1 if Customer Knew Efficiency of Installed HVAC; 0 Otherwise
EF_LT	=	1 if Customer Knew Efficiency of Installed Lighting; 0 Otherwise
EF_MO	=	1 if Customer Knew Efficiency of Installed Motors; 0 otherwise
HI_AC	=	1 if Customer Installed High Efficient HVAC; 0 Otherwise
HI_LT	=	1 if Customer Installed High Efficient Lighting; 0 Otherwise
HI_MO	=	1 if Customer Installed High Efficient Motors; 0 Otherwise
AUDIT	=	1 if Customer's Service Territory Offered Audit Program (Edison, NY, Louisiana)
REBATE	=	1 if Customer's Service Territory Offered Rebate Program (Edison)
AU_RF_AC	=	Interaction of AUDIT with RF_AC
AU_RF_LT	=	Interaction of AUDIT with RF_LT
AU_RF_MO	=	Interaction of AUDIT with RF_MO
AU_RF_AS	=	Interaction of AUDIT with RF_AS
AU_RF_EM	=	Interaction of AUDIT with RF_EM
AU_R_AC	=	Interaction of AUDIT with R_AC
AU_R_LT	=	Interaction of AUDIT with R_LT
AU_R_MO	=	Interaction of AUDIT with R_MO
AU_R_AS	=	Interaction of AUDIT with R_AS
AU_R_EM	=	Interaction of AUDIT with R_EM
AU_EF_AC	=	Interaction of AUDIT with EF_AC
AU_EF_LT	=	Interaction of AUDIT with EF_LT
AU_EF_MO	=	Interaction of AUDIT with EF_MO
AU_HI_AC	=	Interaction of AUDIT with HI_AC
AU_HI_LT	=	Interaction of AUDIT with HI_LT
AU_HI_MO	=	Interaction of AUDIT with HI_MO
RE_RF_AC	=	Interaction of REBATE with RF_AC
RE_RF_LT	=	Interaction of REBATE with RF_LT
RE_RF_MO	=	Interaction of REBATE with RF_MO
RE_RF_AS	=	Interaction of REBATE with RF_AS
RE_RF_EM	=	Interaction of REBATE with RF_EM
RE_R_AC	=	Interaction of REBATE with R_AC
RE_R_LT	=	Interaction of REBATE with R_LT
RE_R_MO	=	Interaction of REBATE with R_MO
RE_R_AS	=	Interaction of REBATE with R_AS
RE_R_EM	=	Interaction of REBATE with R_EM
RE_EF_AC	=	Interaction of REBATE with EF_AC
RE_EF_LT	=	Interaction of REBATE with EF_LT
RE_EF_MO	=	Interaction of REBATE with EF_MO
RE_HI_AC	=	Interaction of REBATE with HI_AC
RE_HI_LT	=	Interaction of REBATE with HI_LT
RE_HI_MO	=	Interaction of REBATE with HI_MO

Model: MODEL1
Dependent Variable: EE1 improving EE to reduce operating costs

Analysis of Variance

Source	DF	Sum of Squares	Mean Square	F Value	Prob>F
Model	50	334.21408	6.68428	3.360	0.0001
Error	4298	8551.20134	1.98958		
C Total	4348	8885.41542			

Root MSE	1.41052	R-square	0.0376
Dep Mean	5.07139	Adj R-sq	0.0264
C.V.	27.81336		

Parameter Estimates

Variable	DF	Parameter Estimate	Standard Error	T for H0: Parameter=0	Prob > |T|
INTERCEP	1	4.522891	0.06751444	66.991	0.0001
RF_AC	1	0.581106	0.30104394	1.930	0.0536
RF_LT	1	0.626970	0.30613872	2.048	0.0406
RF_MO	1	0.276864	0.43852852	0.631	0.5278
RF_AS	1	0.170034	0.50021525	0.340	0.7339
RF_EM	1	0.574490	0.24964817	2.301	0.0214
R_AC	1	-0.126204	0.42135976	-0.300	0.7646
R_LT	1	-0.492998	0.35123009	-1.404	0.1605
R_MO	1	-0.585682	0.48580428	-1.206	0.2280
R_AS	1	0.040831	0.53394167	0.076	0.9390
R_EM	1	-0.235874	0.32826114	-0.719	0.4725
EF_AC	1	-0.434278	0.37732232	-1.151	0.2498
EF_LT	1	0.164767	0.24541980	0.671	0.5020
EF_MO	1	0.609851	0.28900656	2.110	0.0349
HI_AC	1	0.507385	0.30311824	1.674	0.0942
HI_LT	1	-0.257146	0.27532985	-0.934	0.3504
HI_MO	1	0.559207	0.37712472	1.483	0.1382
REBATE	1	0.075791	0.07040995	1.076	0.2818
AUDIT	1	0.533000	0.08944488	5.959	0.0001
RE_RF_AC	1	-0.196115	0.44315304	-0.443	0.6581
RE_RF_LT	1	-0.077223	0.29128343	-0.265	0.7909
RE_RF_MO	1	-0.342607	0.35619076	-0.962	0.3362
RE_RF_AS	1	-0.521331	0.42461861	-1.228	0.2196
RE_RF_EM	1	-0.085554	0.25916196	-0.330	0.7413
RE_R_AC	1	0.790091	0.59941233	1.318	0.1875
RE_R_LT	1	-0.239216	0.40746385	-0.587	0.5572
RE_R_MO	1	0.574392	0.44671873	1.286	0.1986
RE_R_AS	1	0.374036	0.51936162	0.720	0.4715
RE_R_EM	1	-0.132309	0.36356902	-0.364	0.7159
RE_EF_AC	1	-0.959063	0.53893666	-1.780	0.0752
RE_EF_LT	1	0.561064	0.35647859	1.574	0.1156
RE_EF_MO	1	-0.184259	0.38413761	-0.480	0.6315
RE_HI_AC	1	0.513723	0.45092919	1.139	0.2547
RE_HI_LT	1	-0.029858	0.33318667	-0.090	0.9286
RE_HI_MO	1	-0.186988	0.41596376	-0.450	0.6531
AU_RF_AC	1	-0.306991	0.50043356	-0.613	0.5396
AU_RF_LT	1	-0.353109	0.38049069	-0.928	0.3534
AU_RF_MO	1	0.365420	0.52157719	0.701	0.4836
AU_RF_AS	1	0.033399	0.58418260	0.057	0.9544
AU_RF_EM	1	-0.335404	0.32461507	-1.033	0.3016
AU_R_AC	1	-0.701179	0.66793894	-1.050	0.2939
AU_R_LT	1	0.325572	0.47663251	0.683	0.4946
AU_R_MO	1	0.047238	0.59348394	0.080	0.9366
AU_R_AS	1	0.117629	0.65729420	0.179	0.8580
AU_R_EM	1	0.327306	0.43199538	0.758	0.4487
AU_EF_AC	1	1.465883	0.59216236	2.475	0.0133
AU_EF_LT	1	-0.157028	0.37057293	-0.424	0.6718
AU_EF_MO	1	-0.564681	0.40259059	-1.403	0.1608
AU_HI_AC	1	-0.751240	0.48381990	-1.553	0.1206
AU_HI_LT	1	0.120539	0.36592793	0.329	0.7419
AU_HI_MO	1	-0.442493	0.49949471	-0.886	0.3757

Model: MODEL1
Dependent Variable: EE2 improving EE to protect environment

Analysis of Variance

Source	DF	Sum of Squares	Mean Square	F Value	Prob>F
Model	50	169.24704	3.38494	1.420	0.0281
Error	4274	10191.58924	2.38456		
C Total	4324	10360.83628			

Root MSE	1.54420	R-square	0.0163
Dep Mean	4.82082	Adj R-sq	0.0048
C.V.	32.03191		

Parameter Estimates

Variable	DF	Parameter Estimate	Standard Error	T for H0: Parameter=0	Prob > |T|
INTERCEP	1	4.625394	0.07402820	62.482	0.0001
RF_AC	1	0.706324	0.32960010	2.143	0.0322
RF_LT	1	0.430893	0.33517729	1.286	0.1987
RF_MO	1	0.019977	0.48010614	0.042	0.9668
RF_AS	1	0.288299	0.54763680	0.526	0.5986
RF_EM	1	-0.042704	0.27333882	-0.156	0.8759
R_AC	1	-0.440144	0.47768045	-0.921	0.3569
R_LT	1	-0.221462	0.38451656	-0.576	0.5647
R_MO	1	-0.222635	0.53184450	-0.419	0.6755
R_AS	1	-0.223247	0.58454393	-0.382	0.7025
R_EM	1	0.259320	0.35937082	0.722	0.4706
EF_AC	1	-0.534458	0.42978893	-1.244	0.2137
EF_LT	1	-0.300017	0.26867852	-1.117	0.2642
EF_MO	1	0.073071	0.31639603	0.231	0.8174
HI_AC	1	0.784337	0.32987189	2.378	0.0175
HI_LT	1	0.006887	0.30844477	0.022	0.9822
HI_MO	1	0.581711	0.41286525	1.409	0.1589
REBATE	1	-0.046498	0.07741959	-0.601	0.5481
AUDIT	1	0.202262	0.09821949	2.059	0.0395
RE_RF_AC	1	0.233912	0.48103946	0.486	0.6268
RE_RF_LT	1	0.036689	0.31976396	0.115	0.9087
RE_RF_MO	1	0.264560	0.39001408	0.678	0.4976
RE_RF_AS	1	-0.440784	0.46491617	-0.948	0.3431
RE_RF_EM	1	0.477434	0.28381472	1.682	0.0926
RE_R_AC	1	0.023010	0.65782712	0.035	0.9721
RE_R_LT	1	-0.254698	0.44664754	-0.570	0.5685
RE_R_MO	1	0.047830	0.48905477	0.098	0.9221
RE_R_AS	1	0.175159	0.56898356	0.308	0.7582
RE_R_EM	1	-0.452838	0.39931332	-1.134	0.2568
RE_EF_AC	1	-0.811314	0.59552941	-1.362	0.1732
RE_EF_LT	1	0.348994	0.39083634	0.893	0.3719
RE_EF_MO	1	-0.205610	0.42121047	-0.488	0.6255
RE_HI_AC	1	1.185452	0.49407259	2.399	0.0165
RE_HI_LT	1	0.085431	0.36537707	0.234	0.8151
RE_HI_MO	1	-0.275876	0.45600181	-0.605	0.5452
AU_RF_AC	1	-0.827205	0.54791352	-1.510	0.1312
AU_RF_LT	1	-0.205098	0.41722831	-0.492	0.6230
AU_RF_MO	1	0.360780	0.57105879	0.632	0.5276
AU_RF_AS	1	-0.070334	0.63959191	-0.110	0.9124
AU_RF_EM	1	-0.023848	0.35546138	-0.067	0.9465
AU_R_AC	1	0.099001	0.74460702	0.133	0.8942
AU_R_LT	1	0.032466	0.52228906	0.062	0.9504
AU_R_MO	1	-0.024567	0.64972909	-0.038	0.9698
AU_R_AS	1	0.549607	0.71958672	0.764	0.4450
AU_R_EM	1	-0.274542	0.47402094	-0.579	0.5625
AU_EF_AC	1	1.570246	0.66233789	2.371	0.0178
AU_EF_LT	1	0.293567	0.40581219	0.723	0.4695
AU_EF_MO	1	-0.164061	0.44074456	-0.372	0.7097
AU_HI_AC	1	-1.417814	0.52843806	-2.683	0.0073
AU_HI_LT	1	0.005727	0.40603643	0.014	0.9887
AU_HI_MO	1	-0.469872	0.54683239	-0.859	0.3902

Model: MODEL1
Dependent Variable: EE3 EE concerns compared business concerns

Analysis of Variance

Source	DF	Sum of Squares	Mean Square	F Value	Prob>F
Model	50	383.65035	7.67301	3.131	0.0001
Error	4116	10086.79200	2.45063		
C Total	4166	10470.44235			

Root MSE	1.56545	R-square	0.0366
Dep Mean	3.85071	Adj R-sq	0.0249
C.V.	40.65352		

Parameter Estimates

Variable	DF	Parameter Estimate	Standard Error	T for H0: Parameter=0	Prob > |T|
INTERCEP	1	3.285296	0.07692182	42.710	0.0001
RF_AC	1	0.438315	0.33456151	1.310	0.1902
RF_LT	1	0.417671	0.34020836	1.228	0.2196
RF_MO	1	0.636946	0.48700503	1.308	0.1910
RF_AS	1	0.152906	0.55542885	0.275	0.7831
RF_EM	1	0.919280	0.27761363	3.311	0.0009
R_AC	1	-0.324301	0.46763989	-0.693	0.4880
R_LT	1	-0.191256	0.39026811	-0.490	0.6241
R_MO	1	-0.639273	0.55233643	-1.157	0.2472
R_AS	1	0.681824	0.59487950	1.146	0.2518
R_EM	1	-0.062490	0.36431576	-0.172	0.8638
EF_AC	1	0.311105	0.41807631	0.744	0.4568
EF_LT	1	0.288022	0.27426375	1.050	0.2937
EF_MO	1	0.628241	0.34340645	1.829	0.0674
HI_AC	1	0.253566	0.34093175	0.744	0.4571
HI_LT	1	-0.021377	0.31376308	-0.068	0.9457
HI_MO	1	0.194908	0.41934415	0.465	0.6421
REBATE	1	0.079942	0.08106046	0.986	0.3241
AUDIT	1	0.479034	0.10259918	4.669	0.0001
RE_RF_AC	1	-1.107391	0.48928262	-2.263	0.0237
RE_RF_LT	1	-0.200569	0.32585549	-0.616	0.5382
RE_RF_MO	1	0.665431	0.41080503	1.620	0.1053
RE_RF_AS	1	-0.078971	0.47667066	-0.166	0.8684
RE_RF_EM	1	0.230700	0.28843323	0.800	0.4239
RE_R_AC	1	1.170868	0.66824518	1.752	0.0798
RE_R_LT	1	0.257711	0.45838651	0.562	0.5740
RE_R_MO	1	-0.734711	0.50862736	-1.444	0.1487
RE_R_AS	1	-0.218264	0.58154234	-0.375	0.7074
RE_R_EM	1	0.010093	0.40545188	0.025	0.9801
RE_EF_AC	1	-0.634352	0.60760778	-1.044	0.2965
RE_EF_LT	1	0.347040	0.40602838	0.855	0.3928
RE_EF_MO	1	0.193159	0.42887681	0.450	0.6525
RE_HI_AC	1	1.024532	0.50821450	2.016	0.0439
RE_HI_LT	1	-0.275061	0.37646815	-0.731	0.4650
RE_HI_MO	1	0.692383	0.46432217	1.491	0.1360
AU_RF_AC	1	0.384120	0.55600363	0.691	0.4897
AU_RF_LT	1	0.025590	0.42400728	0.060	0.9519
AU_RF_MO	1	-0.374528	0.58835649	-0.637	0.5244
AU_RF_AS	1	-0.338787	0.64886463	-0.522	0.6016
AU_RF_EM	1	-0.500675	0.36120099	-1.386	0.1658
AU_R_AC	1	-0.348471	0.74430408	-0.468	0.6397
AU_R_LT	1	-0.325283	0.53275308	-0.611	0.5415
AU_R_MO	1	0.610458	0.67722317	0.901	0.3674
AU_R_AS	1	0.043351	0.73190567	0.059	0.9528
AU_R_EM	1	-0.161144	0.48030715	-0.336	0.7373
AU_EF_AC	1	0.404664	0.66260795	0.611	0.5414
AU_EF_LT	1	-0.361812	0.42017382	-0.861	0.3892
AU_EF_MO	1	-0.854481	0.46412407	-1.841	0.0657
AU_HI_AC	1	-1.274746	0.54280700	-2.348	0.0189
AU_HI_LT	1	0.218141	0.41655580	0.524	0.6005
AU_HI_MO	1	-0.168464	0.55561230	-0.303	0.7617

Model: MODEL1
Dependent Variable: EE4 recycling more to reduce costs

Analysis of Variance

Source	DF	Sum of Squares	Mean Square	F Value	Prob>F
Model	50	363.49802	7.26996	2.716	0.0001
Error	4157	11128.28557	2.67700		
C Total	4207	11491.78359			

Root MSE	1.63615	R-square	0.0316
Dep Mean	4.35597	Adj R-sq	0.0200
C.V.	37.56120		

Parameter Estimates

Variable	DF	Parameter Estimate	Standard Error	T for H0: Parameter=0	Prob > |T|
INTERCEP	1	3.801297	0.07927684	47.950	0.0001
RF_AC	1	0.921276	0.34941668	2.637	0.0084
RF_LT	1	0.324723	0.35532282	0.914	0.3608
RF_MO	1	0.621747	0.50882552	1.222	0.2218
RF_AS	1	0.712717	0.58036140	1.228	0.2195
RF_EM	1	0.702710	0.28984421	2.424	0.0154
R_AC	1	-0.931539	0.48876131	-1.906	0.0567
R_LT	1	0.065145	0.40741355	0.160	0.8730
R_MO	1	-0.755893	0.56750088	-1.332	0.1829
R_AS	1	-0.274510	0.61935204	-0.443	0.6576
R_EM	1	0.344687	0.38077045	0.905	0.3654
EF_AC	1	0.071451	0.43600178	0.164	0.8698
EF_LT	1	0.258865	0.28544837	0.907	0.3645
EF_MO	1	0.478624	0.34262401	1.397	0.1625
HI_AC	1	0.135077	0.35108089	0.385	0.7004
HI_LT	1	-0.461935	0.32748346	-1.411	0.1584
HI_MO	1	1.131561	0.43802028	2.583	0.0098
REBATE	1	-0.013426	0.08278973	-0.162	0.8712
AUDIT	1	0.612693	0.10497002	5.837	0.0001
RE_RF_AC	1	-1.018151	0.51173765	-1.990	0.0467
RE_RF_LT	1	-0.265522	0.34311393	-0.774	0.4391
RE_RF_MO	1	-0.512617	0.42077851	-1.218	0.2232
RE_RF_AS	1	0.184642	0.49469437	0.373	0.7090
RE_RF_EM	1	0.402276	0.30192772	1.332	0.1828
RE_R_AC	1	1.289796	0.69983091	1.843	0.0654
RE_R_LT	1	0.530235	0.48337677	1.097	0.2727
RE_R_MO	1	0.886958	0.52333583	1.695	0.0902
RE_R_AS	1	-0.295644	0.61042746	-0.484	0.6282
RE_R_EM	1	-0.077111	0.42516471	-0.181	0.8561
RE_EF_AC	1	-0.449118	0.63292835	-0.710	0.4780
RE_EF_LT	1	-0.314149	0.42232740	-0.744	0.4570
RE_EF_MO	1	-0.540291	0.44587788	-1.212	0.2257
RE_HI_AC	1	1.145528	0.52678420	2.175	0.0297
RE_HI_LT	1	0.061994	0.39085858	0.159	0.8740
RE_HI_MO	1	0.597570	0.49420560	1.209	0.2267
AU_RF_AC	1	0.233973	0.58070272	0.403	0.6870
AU_RF_LT	1	-0.136735	0.44294081	-0.309	0.7576
AU_RF_MO	1	-0.217417	0.60643233	-0.359	0.7200
AU_RF_AS	1	-0.612854	0.67924792	-0.902	0.3670
AU_RF_EM	1	-0.573090	0.37739984	-1.519	0.1290
AU_R_AC	1	-0.798303	0.77478378	-1.030	0.3029
AU_R_LT	1	-0.419455	0.55929865	-0.750	0.4533
AU_R_MO	1	0.333895	0.69106651	0.483	0.6290
AU_R_AS	1	0.569540	0.76808887	0.742	0.4584
AU_R_EM	1	-0.665429	0.50263910	-1.324	0.1856
AU_EF_AC	1	0.865438	0.68581798	1.262	0.2071
AU_EF_LT	1	-0.031175	0.43736408	-0.071	0.9432
AU_EF_MO	1	-0.533625	0.46985268	-1.136	0.2561
AU_HI_AC	1	-1.274133	0.56088408	-2.272	0.0232
AU_HI_LT	1	0.657617	0.43252491	1.520	0.1285
AU_HI_MO	1	-1.391244	0.58762100	-2.368	0.0180

Model: MODEL1
Dependent Variable: EE5 recycling more to protect enviroment

Analysis of Variance

Source	DF	Sum of Squares	Mean Square	F Value	Prob>F
Model	50	238.85749	4.77715	1.984	0.0001
Error	4204	10122.56829	2.40784		
C Total	4254	10361.42577			

Root MSE	1.55172	R-square	0.0231
Dep Mean	4.59696	Adj R-sq	0.0114
C.V.	33.75538		

Parameter Estimates

Variable	DF	Parameter Estimate	Standard Error	T for H0: Parameter=0	Prob > |T|
INTERCEP	1	4.209254	0.07475476	56.308	0.0001
RF_AC	1	0.796976	0.33128797	2.406	0.0162
RF_LT	1	0.079758	0.33689095	0.237	0.8129
RF_MO	1	0.521047	0.48250129	1.080	0.2803
RF_AS	1	0.582943	0.55035392	1.059	0.2896
RF_EM	1	0.605246	0.27476959	2.203	0.0277
R_AC	1	-0.776804	0.46353946	-1.676	0.0938
R_LT	1	0.475578	0.38638954	1.231	0.2185
R_MO	1	-0.138503	0.53821578	-0.257	0.7969
R_AS	1	0.109024	0.58966338	0.185	0.8533
R_EM	1	0.227284	0.36112131	0.629	0.5291
EF_AC	1	-0.133493	0.41350250	-0.323	0.7468
EF_LT	1	0.049570	0.26998724	0.184	0.8543
EF_MO	1	0.031567	0.32494337	0.097	0.9226
HI_AC	1	0.909589	0.33147869	2.744	0.0061
HI_LT	1	-0.248249	0.30289140	-0.820	0.4125
HI_MO	1	0.759765	0.41541684	1.829	0.0675
REBATE	1	-0.107525	0.07804172	-1.378	0.1683
AUDIT	1	0.445307	0.09901788	4.497	0.0001
RE_RF_AC	1	-0.685960	0.48399595	-1.417	0.1565
RE_RF_LT	1	-0.055968	0.32119194	-0.174	0.8617
RE_RF_MO	1	-0.304940	0.39398428	-0.774	0.4390
RE_RF_AS	1	0.608982	0.46722163	1.303	0.1925
RE_RF_EM	1	0.613865	0.28559838	2.149	0.0317
RE_R_AC	1	1.099596	0.66279832	1.659	0.0972
RE_R_LT	1	0.155039	0.45553155	0.340	0.7336
RE_R_MO	1	0.937579	0.49176712	1.907	0.0566
RE_R_AS	1	-0.716138	0.57700857	-1.241	0.2146
RE_R_EM	1	-0.395745	0.40196092	-0.985	0.3249
RE_EF_AC	1	-0.436100	0.60366278	-0.722	0.4701
RE_EF_LT	1	0.066839	0.40003933	0.167	0.8673
RE_EF_MO	1	-0.573081	0.42109262	-1.361	0.1736
RE_HI_AC	1	0.879457	0.50367520	1.746	0.0809
RE_HI_LT	1	0.386636	0.36908751	1.048	0.2949
RE_HI_MO	1	0.229703	0.46769316	0.491	0.6234
AU_RF_AC	1	0.114638	0.55063984	0.208	0.8351
AU_RF_LT	1	0.003125	0.41872523	0.007	0.9940
AU_RF_MO	1	-0.310051	0.57389553	-0.540	0.5890
AU_RF_AS	1	-0.881345	0.64275657	-1.371	0.1704
AU_RF_EM	1	-0.591753	0.35728137	-1.656	0.0977
AU_R_AC	1	-0.653250	0.73480213	-0.889	0.3740
AU_R_LT	1	-0.628229	0.52946219	-1.187	0.2355
AU_R_MO	1	-0.196539	0.65439596	-0.300	0.7639
AU_R_AS	1	0.614213	0.72908933	0.842	0.3996
AU_R_EM	1	-0.464080	0.47523973	-0.977	0.3289
AU_EF_AC	1	0.969491	0.65388204	1.483	0.1382
AU_EF_LT	1	-0.081816	0.41352322	-0.198	0.8432
AU_EF_MO	1	-0.039725	0.44560658	-0.089	0.9290
AU_HI_AC	1	-1.861757	0.53523816	-3.478	0.0005
AU_HI_LT	1	0.159553	0.40183192	0.397	0.6913
AU_HI_MO	1	-0.722487	0.55729762	-1.296	0.1949

Lighting Barriers

-- High Efficiency Requires Too Many Resources --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	5.50	3.22	4.43	5.55	4.84	4.53	7.00	5.09
	Replaced	5.48	4.00	4.33	4.67	4.48	4.00	4.86	4.56
	High Efficient	6.00	3.11	5.00	5.00	4.57	3.92	5.50	4.76
	Standard Efficient	5.60	4.60	4.25	4.79	4.63	3.96	6.00	4.87
No Program	Future	4.50	1.00	5.33	4.67	4.50	5.33	4.50	4.56
	Replaced	4.68	5.13	3.25	4.95	4.79	4.41	2.75	4.04
	High Efficient	3.00	4.33	1.00	6.38	5.64	4.50	2.00	3.65
	Standard Efficient	4.78	5.25	2.83	4.86	4.60	5.12	4.43	4.63
Audit Only	Future	4.75	8.00	7.06	3.58	4.74	1.97	5.35	4.62
	Replaced	4.61	4.09	4.89	4.12	4.23	4.46	3.21	3.88
	High Efficient	4.97	5.50	5.50	3.25	3.74	3.21	2.90	3.43
	Standard Efficient	4.33	4.13	5.96	4.35	4.58	4.86	4.16	4.44

Lighting Barriers

-- Difficult to Find High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	2.44	3.33	5.57	4.52	4.46	3.73	8.00	4.51
	Replaced	4.83	3.32	3.05	3.63	3.46	3.68	4.43	3.80
	High Efficient	4.00	2.11	2.86	4.21	3.45	3.17	5.50	3.90
	Standard Efficient	5.67	3.79	3.25	3.32	3.42	3.80	5.00	3.96
No Program	Future	3.00	1.00	7.00	3.00	3.88	2.33	3.50	3.51
	Replaced	4.57	4.00	2.57	3.69	3.60	4.03	3.00	3.52
	High Efficient	2.00	3.33	0.00	3.00	3.07	3.57	2.57	2.84
	Standard Efficient	3.50	3.00	1.67	4.30	3.81	4.94	4.43	4.11
Audit Only	Future	4.63	5.00	6.80	3.82	4.44	4.15	5.78	4.84
	Replaced	4.96	5.26	5.44	4.48	4.74	4.96	3.28	4.18
	High Efficient	5.31	6.00	8.50	3.21	4.22	2.69	1.89	3.04
	Standard Efficient	4.92	4.56	3.80	4.87	4.66	5.49	5.14	4.97

Lighting Barriers

-- High Efficiency More of a Hassle --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	5.44	3.56	6.71	4.70	4.82	3.87	8.00	5.07
	Replaced	5.42	3.28	3.00	4.65	4.08	3.50	3.17	3.90
	High Efficient	6.00	2.00	2.29	4.42	3.43	3.42	1.00	3.22
	Standard Efficient	5.60	4.43	3.25	4.97	4.47	3.75	5.00	4.56
No Program	Future	1.00	10.00	8.00	4.00	5.90	5.00	4.25	4.67
	Replaced	4.82	5.13	4.29	5.42	5.28	4.92	3.65	4.64
	High Efficient	2.00	4.67	0.00	6.00	5.74	4.57	3.43	4.36
	Standard Efficient	4.33	5.00	3.33	5.41	5.06	5.41	5.29	5.11
Audit Only	Future	6.38	3.50	7.17	3.83	4.33	3.18	6.03	4.95
	Replaced	5.10	5.55	4.90	6.09	5.82	5.37	3.49	4.75
	High Efficient	5.08	6.00	4.50	5.10	5.13	4.76	2.00	3.54
	Standard Efficient	5.44	5.58	6.60	6.98	6.66	5.02	4.96	5.70

Lighting Barriers

-- Touting High Efficiency for Own Benefit --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.00	2.78	5.33	5.32	4.76	5.47	9.00	5.29
	Replaced	5.15	3.24	4.90	4.31	4.21	4.33	4.00	4.24
	High Efficient	6.25	2.44	5.00	4.05	3.86	4.67	3.00	3.90
	Standard Efficient	4.67	3.43	4.75	4.57	4.34	4.62	4.67	4.47
No Program	Future	3.00	1.00	4.00	3.67	3.42	5.67	5.00	4.40
	Replaced	4.48	4.29	3.11	5.51	5.12	4.33	4.71	4.84
	High Efficient	1.00	3.00	1.00	5.13	4.46	5.14	4.60	4.53
	Standard Efficient	3.22	4.67	3.43	5.86	5.36	4.67	4.86	4.99
Audit Only	Future	4.92	7.50	6.80	4.51	5.18	1.97	3.33	4.33
	Replaced	4.09	4.47	2.47	4.37	4.08	4.89	3.91	4.08
	High Efficient	3.65	6.00	3.50	3.49	3.80	4.79	2.97	3.43
	Standard Efficient	4.30	4.30	1.97	4.32	3.90	5.18	4.47	4.29

Lighting Barriers

-- Someone Else Gathers Benefits of High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.75	3.44	3.83	4.91	4.43	4.75	8.00	4.90
	Replaced	4.86	3.35	4.15	4.04	3.92	4.51	3.71	4.03
	High Efficient	6.25	3.00	3.00	3.68	3.40	4.75	3.50	3.75
	Standard Efficient	4.90	3.87	4.33	4.04	4.06	4.42	4.33	4.24
No Program	Future	2.00	4.00	6.00	3.67	4.57	7.00	4.75	4.69
	Replaced	3.57	4.00	4.89	4.89	4.81	4.28	4.55	4.56
	High Efficient	1.00	3.67	1.00	6.13	5.33	5.13	2.86	4.00
	Standard Efficient	2.10	4.00	5.14	4.91	4.89	4.40	5.00	4.63
Audit Only	Future	3.92	5.33	3.97	4.69	4.67	2.48	2.81	3.91
	Replaced	5.10	5.54	4.16	4.10	4.33	4.03	2.80	3.74
	High Efficient	5.52	4.50	3.50	3.99	3.99	5.03	2.56	3.49
	Standard Efficient	5.25	5.44	4.86	4.55	4.76	3.32	2.76	3.87

Lighting Barriers

-- High Efficiency Has More Performance Problems --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	5.29	2.57	3.50	3.76	3.49	3.57	8.00	4.21
	Replaced	3.47	3.87	3.95	3.46	3.65	3.55	3.40	3.57
	High Efficient	2.00	3.00	4.00	2.86	3.17	3.33	0.00	3.14
	Standard Efficient	3.75	4.23	3.50	3.58	3.71	4.17	5.00	4.07
No Program	Future	2.00	1.00	2.00	4.33	3.25	1.67	4.25	3.59
	Replaced	5.29	2.80	2.63	4.34	4.04	3.58	3.84	4.01
	High Efficient	8.00	1.67	1.00	4.88	4.03	2.67	2.17	3.09
	Standard Efficient	5.00	4.00	2.86	4.24	3.97	4.07	5.00	4.35
Audit Only	Future	2.18	4.50	5.86	4.48	4.71	1.97	5.68	4.23
	Replaced	2.72	2.79	2.22	3.93	3.51	3.43	3.80	3.57
	High Efficient	2.74	2.50	3.00	4.51	4.08	4.27	3.90	3.87
	Standard Efficient	2.84	2.68	2.16	3.74	3.26	3.06	3.85	3.45

Lighting Barriers

-- Hard to Get Financing for High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.13	3.40	2.20	4.72	4.07	4.46	7.00	4.54
	Replaced	5.88	4.15	3.95	4.40	4.25	3.93	4.33	4.33
	High Efficient	5.50	3.43	3.57	4.47	4.02	3.91	5.00	4.20
	Standard Efficient	4.88	4.00	4.00	4.00	4.00	3.95	5.00	4.28
No Program	Future	3.00	1.00	6.00	3.67	3.99	4.67	2.75	3.32
	Replaced	3.88	7.60	2.63	3.95	4.04	3.63	2.82	3.56
	High Efficient	4.00	10.00	1.00	5.29	5.62	2.83	2.80	3.99
	Standard Efficient	4.14	4.00	2.00	4.47	4.01	4.92	3.57	3.98
Audit Only	Future	2.25	7.00	5.86	5.99	6.01	3.18	5.35	5.21
	Replaced	4.83	4.57	2.43	4.98	4.58	3.84	4.35	4.45
	High Efficient	4.83	2.00	3.00	5.99	5.32	5.00	5.89	5.53
	Standard Efficient	4.73	5.20	2.25	4.68	4.41	3.60	3.06	3.85

Lighting Barriers

-- Initial Investment for High Efficiency Too Great --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	7.13	4.67	5.00	5.95	5.52	5.60	6.00	5.74
	Replaced	6.40	4.73	6.35	5.20	5.31	3.93	2.83	4.67
	High Efficient	4.25	3.89	5.50	4.94	4.78	3.33	1.00	4.02
	Standard Efficient	7.50	5.07	7.42	5.59	5.88	4.63	3.00	5.19
No Program	Future	3.50	5.00	5.67	4.67	5.08	3.67	4.50	4.60
	Replaced	5.38	4.86	3.63	5.50	5.24	4.69	3.06	4.47
	High Efficient	5.00	4.33	3.00	6.63	5.96	3.29	3.50	4.52
	Standard Efficient	5.11	5.33	4.17	5.71	5.44	5.88	3.14	4.83
Audit Only	Future	6.25	6.50	7.69	6.17	6.45	4.15	5.59	5.98
	Replaced	5.03	4.00	5.25	5.67	5.39	4.89	4.14	4.79
	High Efficient	4.96	2.00	4.50	5.23	4.96	4.76	3.98	4.50
	Standard Efficient	4.44	4.83	6.50	5.69	5.64	4.93	4.26	4.91

Lighting Barriers

-- No Resources to Monitor Operation of High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	7.89	4.33	4.17	4.86	4.63	5.53	4.00	5.07
	Replaced	6.67	3.85	5.52	5.44	5.13	4.55	2.50	4.64
	High Efficient	7.50	2.63	2.14	5.89	4.43	3.83	1.00	4.06
	Standard Efficient	6.80	4.40	7.00	5.10	5.33	5.33	3.00	4.97
No Program	Future	1.00	2.00	5.33	5.33	4.96	6.00	4.25	4.45
	Replaced	6.91	5.63	5.89	5.51	5.57	5.18	4.00	5.12
	High Efficient	6.00	4.00	10.00	5.38	5.44	6.00	4.50	5.08
	Standard Efficient	8.11	7.50	5.00	5.90	5.89	6.06	4.86	5.80
Audit Only	Future	7.28	6.33	5.54	4.44	4.84	3.18	5.00	5.11
	Replaced	5.73	3.99	6.07	4.60	4.72	6.19	3.23	4.41
	High Efficient	5.86	1.50	5.00	5.30	4.87	3.48	1.68	3.34
	Standard Efficient	5.18	5.13	7.41	3.76	4.58	6.30	5.30	5.14

Lighting Barriers

-- High Efficiency Requires More Time and Training --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	5.25	3.56	4.17	3.68	3.73	4.44	7.00	4.36
	Replaced	6.15	3.08	4.43	4.59	4.25	4.04	2.00	3.90
	High Efficient	8.67	2.78	2.29	5.06	3.90	3.17	1.00	3.60
	Standard Efficient	5.90	3.71	5.83	4.70	4.72	4.75	3.00	4.46
No Program	Future	2.00	5.00	5.50	5.33	5.34	4.67	4.00	4.38
	Replaced	5.77	5.63	3.50	5.60	5.38	4.55	3.67	4.76
	High Efficient	6.00	4.00	1.00	6.25	5.48	4.38	3.80	4.65
	Standard Efficient	5.89	6.50	3.17	5.86	5.50	4.94	4.71	5.25
Audit Only	Future	6.37	8.00	8.06	4.25	5.19	3.18	4.65	5.07
	Replaced	4.93	5.50	4.60	4.42	4.60	5.14	3.05	4.09
	High Efficient	5.40	1.50	4.00	4.49	4.12	2.21	2.07	3.11
	Standard Efficient	4.34	5.53	5.31	4.12	4.55	5.83	4.53	4.70

Lighting Barriers

-- High Efficiency Too Innovative --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.75	3.44	4.17	4.17	4.02	4.65	8.00	4.63
	Replaced	5.48	2.56	3.67	4.13	3.72	3.63	2.17	3.53
	High Efficient	5.75	3.00	2.57	4.32	3.66	1.92	1.00	3.17
	Standard Efficient	6.50	2.60	4.33	3.90	3.67	4.17	2.67	3.75
No Program	Future	2.00	2.00	5.50	4.00	4.17	4.33	2.00	2.90
	Replaced	4.77	5.63	3.00	4.84	4.72	4.24	3.21	4.16
	High Efficient	2.00	5.33	1.00	4.75	4.60	3.50	2.67	3.54
	Standard Efficient	4.89	5.50	2.67	4.76	4.51	5.13	5.14	4.78
Audit Only	Future	6.25	6.67	6.80	4.99	5.46	1.97	4.84	5.13
	Replaced	3.92	4.33	4.30	4.51	4.46	4.79	2.98	3.86
	High Efficient	4.25	2.00	3.00	4.90	4.38	2.21	3.21	3.66
	Standard Efficient	3.83	4.26	5.79	4.22	4.47	5.69	3.35	4.17

Lighting Barriers

-- Operating Procedures Not Accommodate High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.67	2.67	4.29	4.95	4.32	5.50	8.00	4.97
	Replaced	6.67	3.35	5.21	4.64	4.46	4.06	2.83	4.24
	High Efficient	6.25	2.67	3.67	4.12	3.66	2.25	1.00	3.22
	Standard Efficient	6.60	3.80	6.27	5.21	5.07	4.83	4.00	4.92
No Program	Future	7.50	8.00	6.67	3.33	5.09	3.33	2.75	3.91
	Replaced	5.23	5.50	5.67	5.44	5.47	4.29	3.79	4.75
	High Efficient	2.00	4.67	1.00	6.13	5.51	4.50	2.50	3.94
	Standard Efficient	6.56	6.25	6.00	5.36	5.55	5.12	5.29	5.50
Audit Only	Future	6.75	4.50	6.43	5.99	5.92	4.66	9.30	6.66
	Replaced	5.44	4.25	4.73	5.82	5.43	4.68	3.46	4.62
	High Efficient	5.68	2.00	4.50	5.09	4.70	4.27	3.99	4.43
	Standard Efficient	5.47	4.13	5.49	6.48	5.92	4.49	2.76	4.70

Lighting Barriers

-- High Efficiency Includes Expensive and Unnecessary Extra Features --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	5.00	3.50	6.14	5.95	5.51	5.71	9.00	5.90
	Replaced	5.00	4.08	5.05	5.08	4.87	4.30	3.00	4.40
	High Efficient	4.33	4.00	3.86	5.59	4.85	3.33	1.00	4.05
	Standard Efficient	5.10	4.00	5.83	5.43	5.20	5.05	4.67	5.06
No Program	Future	2.50	3.00	6.00	3.67	4.46	3.67	3.00	3.55
	Replaced	5.45	5.86	4.71	6.21	6.04	4.61	4.28	5.25
	High Efficient	2.00	5.50	0.00	6.88	6.68	4.33	4.17	5.11
	Standard Efficient	5.67	6.75	4.50	5.73	5.64	4.73	5.57	5.52
Audit Only	Future	5.69	8.00	6.80	4.86	5.45	4.15	5.44	5.36
	Replaced	5.21	5.80	4.67	5.35	5.33	5.44	3.65	4.64
	High Efficient	4.72	2.00	4.00	4.83	4.57	6.03	2.76	3.79
	Standard Efficient	5.48	6.00	4.60	5.80	5.67	5.21	4.18	5.05

Lighting Barriers

-- Stuck w/Decision for High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.75	5.67	5.57	6.29	6.04	6.36	7.00	6.07
	Replaced	5.63	5.44	5.67	5.97	5.81	5.07	4.17	5.35
	High Efficient	6.75	3.00	5.33	7.06	5.69	6.08	1.00	5.19
	Standard Efficient	5.40	7.00	6.00	6.21	6.37	5.09	4.33	5.67
No Program	Future	3.50	10.00	6.00	5.50	6.33	1.00	5.25	5.17
	Replaced	6.23	5.38	6.22	6.05	6.00	5.23	5.00	5.58
	High Efficient	2.00	5.33	1.00	5.75	5.35	4.38	5.57	5.31
	Standard Efficient	6.22	6.00	6.86	6.43	6.47	6.06	6.43	6.39
Audit Only	Future	7.11	9.50	9.00	6.76	7.33	1.97	7.84	6.99
	Replaced	5.67	4.92	4.85	5.51	5.31	5.41	4.48	5.02
	High Efficient	6.93	6.00	5.50	4.54	4.82	5.00	3.53	4.43
	Standard Efficient	5.12	3.59	6.50	5.89	5.57	5.06	5.07	5.28

HVAC Barriers

-- High Efficiency Requires Too Many Resources --

(shading indicates signficant difference from Edison results at the 90% confidence level)

Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Future	5.83	5.40	5.00	5.30	5.28	5.00	1.00	4.84
Replaced	4.56	4.92	3.29	4.55	4.45	4.70	7.00	4.97
High Efficient	3.00	4.71	1.25	5.21	4.45	4.20	5.00	4.46
Standard Efficient	5.43	5.08	3.83	4.68	4.67	5.64	9.00	5.66
Future	3.50	4.00	1.00	3.00	3.08	1.00	4.33	3.47
Replaced	2.92	3.56	2.33	5.57	4.74	4.33	3.31	4.02
High Efficient	1.20	1.50	2.00	3.88	3.11	4.00	2.43	2.78
Standard Efficient	4.50	2.00	0.00	6.80	6.25	4.44	4.67	5.41
Future	6.33	7.00	0.00	5.00	6.23	1.00	4.33	4.83
Replaced	5.00	5.44	2.40	4.72	4.54	5.00	4.36	4.55
High Efficient	5.00	7.33	1.67	5.00	4.67	5.25	4.70	4.74
Standard Efficient	4.00	3.75	2.00	4.71	4.19	4.33	1.00	3.79

HVAC Barriers

-- Difficult to Find High Efficiency --

(shading indicates signficant difference from Edison results at the 90% confidence level)

Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Future	4.83	4.60	4.00	3.64	3.77	1.50	1.00	3.44
Replaced	3.50	3.32	3.21	3.85	3.60	3.15	5.00	3.76
High Efficient	3.33	2.13	1.00	4.29	3.17	2.20	2.50	2.93
Standard Efficient	3.67	4.08	3.67	4.23	4.10	4.00	10.00	4.74
Future	3.33	1.00	1.00	1.50	1.33	1.00	3.67	2.54
Replaced	3.08	2.67	1.60	3.55	3.16	3.50	3.50	3.32
High Efficient	2.80	1.50	1.60	2.63	2.23	3.78	2.57	2.57
Standard Efficient	2.50	2.00	0.00	4.40	4.12	3.13	5.00	4.18
Future	1.67	5.50	0.00	1.00	3.77	1.00	6.33	4.75
Replaced	6.50	2.67	5.20	3.67	3.69	3.00	3.42	3.64
High Efficient	6.00	1.00	6.67	4.11	4.15	3.75	3.00	3.58
Standard Efficient	7.00	4.50	2.00	4.17	4.05	3.25	1.00	3.80

HVAC Barriers

-- High Efficiency More of a Hassle --

(shading indicates signficant difference from Edison results at the 90% confidence level)

Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Future	5.00	4.43	4.00	5.16	4.95	3.25	1.00	4.47
Replaced	4.06	3.84	3.27	4.68	4.22	3.77	3.67	4.07
High Efficient	5.17	2.75	1.25	5.21	3.91	2.20	5.00	4.21
Standard Efficient	4.17	4.46	3.57	4.63	4.41	4.67	1.00	4.07
Future	2.83	1.00	1.00	2.00	1.60	2.00	3.67	2.59
Replaced	3.64	3.44	3.20	4.78	4.37	5.00	3.93	4.22
High Efficient	3.80	1.50	3.20	3.25	3.06	5.78	4.00	3.80
Standard Efficient	3.75	2.00	0.00	6.82	6.31	4.67	5.25	5.58
Future	2.67	5.33	0.00	1.00	4.06	1.00	7.00	5.26
Replaced	8.00	4.22	3.60	4.20	4.12	3.09	3.82	4.10
High Efficient	9.33	4.00	3.33	5.33	4.68	2.25	4.10	4.38
Standard Efficient	6.67	3.50	2.00	2.86	2.96	4.50	1.00	3.31

HVAC Barriers

-- Touting High Efficiency for Own Benefit --

(shading indicates signficant difference from Edison results at the 90% confidence level)

Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Future	5.50	5.33	4.40	5.22	5.15	3.00	1.00	4.64
Replaced	4.88	3.92	3.40	4.63	4.23	4.73	5.25	4.53
High Efficient	4.14	3.14	3.50	5.07	4.33	2.40	3.00	3.79
Standard Efficient	5.33	4.38	3.29	4.96	4.53	5.91	7.50	5.31
Future	4.50	1.00	10.00	2.50	2.87	1.67	5.33	3.96
Replaced	2.91	3.38	3.33	5.30	4.67	3.63	3.86	4.11
High Efficient	1.20	1.50	3.00	4.86	3.93	3.63	4.14	3.80
Standard Efficient	4.50	3.00	0.00	6.20	5.83	3.88	3.25	4.62
Future	1.67	6.50	0.00	1.00	4.39	5.00	5.00	4.40
Replaced	3.40	1.75	2.00	3.83	3.19	3.25	3.58	3.35
High Efficient	2.00	1.00	1.00	4.56	3.20	2.67	3.60	3.36
Standard Efficient	4.00	2.25	2.00	4.13	3.45	3.67	2.00	3.33

HVAC Barriers

-- Someone Else Gathers Benefits of High Efficiency --

(shading indicates signficant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	7.17	4.29	4.00	4.59	4.48	3.25	1.00	4.24
	Replaced	3.89	4.19	2.13	4.55	4.04	4.29	5.50	4.33
	High Efficient	3.57	4.50	2.50	4.79	4.35	3.60	4.00	4.12
	Standard Efficient	4.50	4.23	2.29	4.92	4.33	5.67	7.00	4.99
No Program	Future	7.33	1.00	0.00	6.25	4.53	2.33	4.00	4.74
	Replaced	2.92	4.44	3.50	5.43	5.01	2.79	3.43	4.04
	High Efficient	1.00	5.50	4.00	5.44	5.08	2.88	3.43	3.90
	Standard Efficient	4.25	4.00	0.00	6.00	5.79	2.88	4.50	4.92
Audit Only	Future	6.33	6.00	0.00	5.00	5.62	5.00	3.67	4.57
	Replaced	2.33	1.63	2.00	5.79	4.49	4.89	2.55	3.76
	High Efficient	1.67	1.00	1.00	6.13	4.03	4.75	2.70	3.26
	Standard Efficient	2.00	2.33	2.00	5.75	4.69	5.67	1.00	4.17

HVAC Barriers

-- High Efficiency Has More Performance Problems --

(shading indicates signficant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.67	3.50	2.80	5.16	4.73	4.00	1.00	4.40
	Replaced	4.73	3.73	3.08	4.13	3.83	3.75	5.67	4.22
	High Efficient	6.40	2.71	2.75	3.67	3.24	4.00	3.50	3.64
	Standard Efficient	4.67	3.58	3.00	4.58	4.05	4.00	10.00	4.84
No Program	Future	4.50	1.50	0.00	5.50	4.52	1.67	4.67	4.36
	Replaced	2.55	3.00	2.83	3.47	3.29	3.33	3.00	3.12
	High Efficient	2.40	1.00	2.40	3.43	2.85	3.78	1.86	2.47
	Standard Efficient	3.50	2.50	0.00	4.00	3.81	3.00	3.75	3.66
Audit Only	Future	2.00	4.00	0.00	5.00	4.55	5.00	5.67	4.88
	Replaced	3.40	2.90	1.25	3.58	3.16	2.75	3.64	3.30
	High Efficient	3.33	4.00	1.00	3.11	2.80	2.00	3.70	3.29
	Standard Efficient	3.50	2.25	2.00	3.17	2.76	3.25	3.00	2.93

HVAC Barriers

-- Hard to Get Financing for High Efficiency --

(shading indicates signficant difference from Edison results at the 90% confidence level)

Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Future	6.83	4.00	4.00	4.36	4.27	1.50	10.00	5.16
Replaced	4.85	4.08	2.77	3.98	3.80	2.90	2.75	3.56
High Efficient	6.50	2.75	1.00	4.33	3.39	2.60	1.00	2.79
Standard Efficient	4.67	4.85	4.67	4.52	4.64	2.80	4.50	4.42
Future	2.50	4.50	10.00	3.67	4.79	5.50	3.00	3.65
Replaced	2.08	2.71	2.00	3.56	3.23	3.00	3.50	3.19
High Efficient	1.80	1.00	2.00	3.33	2.66	4.11	4.25	3.32
Standard Efficient	3.25	2.00	0.00	4.88	4.47	1.86	2.33	3.36
Future	1.00	1.00	0.00	5.00	2.54	1.00	5.00	3.62
Replaced	5.00	3.00	3.67	3.33	3.28	1.88	2.30	2.86
High Efficient	5.50	1.00	5.00	5.00	4.16	1.00	2.25	3.00
Standard Efficient	4.67	4.75	0.00	2.25	3.36	2.50	2.00	3.12

HVAC Barriers

-- Initial Investment for High Efficiency Too Great --

(shading indicates signficant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	7.33	4.67	4.75	5.41	5.25	3.75	10.00	5.90
	Replaced	5.65	4.15	3.79	4.71	4.40	4.33	5.75	4.76
	High Efficient	4.00	2.29	3.00	4.92	3.90	5.83	3.50	3.96
	Standard Efficient	6.43	5.69	5.83	5.26	5.46	4.00	8.00	5.88
No Program	Future	3.33	2.67	1.00	5.25	4.04	2.67	4.67	4.06
	Replaced	4.45	3.89	1.80	3.70	3.52	4.15	2.50	3.25
	High Efficient	2.20	3.00	1.80	2.56	2.40	4.22	1.43	2.16
	Standard Efficient	4.50	3.50	0.00	4.91	4.76	4.33	3.50	4.28
Audit Only	Future	5.33	5.50	0.00	5.00	5.31	5.00	5.00	5.12
	Replaced	6.14	2.60	2.40	4.12	3.58	5.55	2.73	3.65
	High Efficient	3.33	1.00	1.33	4.78	3.41	6.25	2.33	3.08
	Standard Efficient	7.67	3.75	2.00	4.38	4.01	5.00	1.00	4.13

HVAC Barriers

-- No Resources to Monitor Operation of High Efficiency --

(shading indicates signficant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	5.17	4.43	4.17	5.74	5.40	5.00	10.00	5.83
	Replaced	6.44	5.30	4.75	4.71	4.88	5.00	3.75	4.82
	High Efficient	5.67	4.25	5.60	4.87	4.84	5.17	3.00	4.44
	Standard Efficient	6.88	5.69	5.57	4.50	4.99	5.08	4.50	5.06
No Program	Future	2.67	4.33	5.00	4.50	4.51	4.67	4.33	4.16
	Replaced	4.55	3.22	4.00	2.83	3.05	5.25	3.50	3.54
	High Efficient	2.20	3.00	3.80	1.75	2.45	4.75	3.00	2.89
	Standard Efficient	4.75	2.50	0.00	3.55	3.43	4.11	3.00	3.48
Audit Only	Future	5.67	1.33	0.00	5.00	2.41	5.00	3.67	3.66
	Replaced	6.00	5.22	4.50	6.50	6.00	5.73	3.42	5.05
	High Efficient	4.33	4.00	5.00	6.67	5.93	6.25	2.90	4.23
	Standard Efficient	6.33	6.67	4.00	5.88	5.87	6.75	2.00	5.59

HVAC Barriers

-- High Efficiency Requires More Time and Training --

(shading indicates signficant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.67	3.00	3.50	4.95	4.53	4.50	10.00	5.11
	Replaced	5.19	4.54	3.20	4.43	4.25	4.16	5.25	4.50
	High Efficient	4.17	3.25	1.50	4.07	3.47	3.00	3.00	3.36
	Standard Efficient	5.86	4.69	4.71	5.00	4.87	4.91	7.50	5.46
No Program	Future	4.17	1.50	1.00	4.75	3.60	2.33	4.00	3.76
	Replaced	5.09	3.22	3.40	4.09	3.85	4.53	3.14	3.73
	High Efficient	4.00	1.00	3.40	3.25	3.07	3.44	2.57	2.95
	Standard Efficient	3.67	1.50	0.00	5.00	4.63	4.38	3.50	4.18
Audit Only	Future	4.00	6.00	0.00	5.00	5.62	1.00	2.00	3.03
	Replaced	6.67	4.11	1.60	5.91	4.88	6.20	2.82	4.39
	High Efficient	5.67	1.00	1.00	6.78	4.58	5.75	2.11	3.46
	Standard Efficient	7.67	7.00	2.00	4.67	4.97	5.75	2.00	4.98

HVAC Barriers

-- High Efficiency Too Innovative --

(shading indicates signficant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.17	3.29	3.50	4.65	4.32	3.25	1.00	4.04
	Replaced	4.25	3.52	2.47	4.04	3.63	3.42	4.75	3.87
	High Efficient	2.50	3.11	1.40	4.13	3.37	2.67	3.00	3.14
	Standard Efficient	5.71	3.62	3.33	4.61	4.15	4.18	6.50	4.73
No Program	Future	3.17	4.00	1.00	2.25	2.63	2.33	4.67	3.45
	Replaced	3.00	2.22	2.80	3.52	3.21	4.45	2.29	2.96
	High Efficient	2.20	1.00	2.80	2.63	2.51	4.22	1.14	2.07
	Standard Efficient	2.75	1.50	0.00	4.64	4.30	5.25	3.00	3.89
Audit Only	Future	1.00	4.67	0.00	5.00	4.76	1.00	1.33	2.22
	Replaced	7.50	4.44	2.00	5.20	4.61	4.22	2.64	4.04
	High Efficient	6.67	3.00	1.00	6.56	4.77	3.50	2.80	3.70
	Standard Efficient	8.33	6.33	2.00	3.71	4.15	4.33	1.00	4.16

HVAC Barriers

-- Operating Procedures Not Accommodate High Efficiency --

(shading indicates signficant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	7.33	5.43	5.00	5.18	5.19	6.00	1.00	4.91
	Replaced	5.65	4.11	4.80	4.13	4.24	3.40	5.25	4.45
	High Efficient	4.17	3.13	5.00	4.43	4.15	2.33	3.00	3.67
	Standard Efficient	8.14	4.38	5.14	4.22	4.41	4.17	7.50	5.25
No Program	Future	6.00	2.33	1.00	4.75	3.64	2.33	2.67	3.57
	Replaced	4.50	3.56	1.40	4.18	3.75	4.15	3.64	3.80
	High Efficient	4.00	1.00	1.40	3.75	2.82	3.33	2.43	2.78
	Standard Efficient	3.00	5.00	0.00	5.18	5.16	4.38	6.00	5.19
Audit Only	Future	1.67	4.00	0.00	5.00	4.29	1.00	4.33	3.77
	Replaced	7.67	4.40	2.80	5.65	4.96	4.50	4.58	4.90
	High Efficient	7.00	4.00	1.00	6.78	5.07	5.33	4.50	4.85
	Standard Efficient	8.33	5.00	4.00	4.67	4.70	4.00	1.00	4.45

HVAC Barriers

-- High Efficiency Includes Expensive and Unnecessary Extra Features --

(shading indicates signficant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.00	6.20	5.33	5.26	5.37	5.50	1.00	4.91
	Replaced	5.13	4.44	4.43	4.72	4.59	4.26	5.67	4.77
	High Efficient	3.67	3.50	5.00	5.20	4.72	3.80	5.50	4.78
	Standard Efficient	7.00	4.92	4.60	4.80	4.81	5.33	6.00	5.19
No Program	Future	3.00	5.50	1.00	3.75	3.80	5.33	4.00	3.85
	Replaced	4.64	3.44	2.50	4.86	4.37	3.94	3.42	4.00
	High Efficient	4.80	1.00	2.50	4.75	3.82	4.67	2.83	3.59
	Standard Efficient	5.00	4.50	0.00	5.18	5.11	2.75	5.00	4.77
Audit Only	Future	2.67	4.00	0.00	5.00	4.29	1.00	4.67	4.08
	Replaced	4.80	3.33	4.00	4.48	4.18	4.36	4.00	4.16
	High Efficient	6.33	3.67	4.50	3.50	3.70	2.50	4.10	3.94
	Standard Efficient	2.50	3.25	2.00	5.83	4.63	5.75	3.00	4.48

HVAC Barriers

-- Stuck w/Decision for High Efficiency --

(shading indicates signficant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	7.17	5.00	8.83	6.76	6.79	7.00	1.00	6.20
	Replaced	6.17	6.70	7.19	5.65	6.22	6.26	5.75	6.13
	High Efficient	4.00	6.25	7.40	4.50	5.51	6.80	5.00	5.32
	Standard Efficient	8.00	6.54	6.71	6.26	6.41	6.55	6.50	6.56
No Program	Future	5.83	5.33	10.00	7.33	6.98	4.00	4.67	5.66
	Replaced	7.50	6.11	7.00	5.41	5.75	6.25	5.29	5.75
	High Efficient	9.00	5.50	6.40	4.57	5.23	5.33	5.00	5.40
	Standard Efficient	7.00	8.50	0.00	5.73	6.02	7.33	5.75	6.18
Audit Only	Future	6.00	7.00	0.00	5.00	6.41	1.00	5.33	5.46
	Replaced	6.67	5.56	4.60	6.43	5.99	7.78	6.25	6.28
	High Efficient	8.33	6.67	6.33	6.89	6.73	7.00	6.70	6.79
	Standard Efficient	5.00	5.25	2.00	7.67	6.33	8.33	3.00	6.03

Motors Barriers

-- High Efficiency Requires Too Many Resources --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	7.00	2.50		4.57	4.01	5.00	2.50	3.93
	Replaced	4.14	3.73	4.00	4.67	4.50	3.63	4.75	4.41
	High Efficient	8.00	2.00	0.00	4.75	3.91	3.21	5.50	4.70
	Standard Efficient	3.50	5.40	4.00	5.04	5.00	3.77	4.50	4.67
No Program	Future	8.00		10.00	7.50	8.16	10.00	6.00	7.14
	Replaced	3.82	5.00	3.50	4.44	4.49	2.95	3.14	3.55
	High Efficient	4.00	0.00	0.00	2.00	2.00	4.25	3.00	3.10
	Standard Efficient	2.57	5.00	3.50	4.90	4.77	2.78	3.44	3.80
Audit Only	Future	2.50		3.50	4.00	3.82	2.62	2.86	3.01
	Replaced	4.23	5.94	5.60	3.85	4.16	5.45	3.63	4.02
	High Efficient	5.25	0.00	1.00	3.41	3.14	5.15	2.41	3.24
	Standard Efficient	4.29	0.00	10.00	4.16	5.01	4.52	4.00	4.26

Motors Barriers

-- Difficult to Find High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.00	2.20		5.21	4.50	3.53	3.00	3.81
	Replaced	6.29	3.56	4.00	4.57	4.41	3.00	4.75	4.36
	High Efficient	6.00	2.00	0.00	5.33	4.40	2.36	5.25	4.49
	Standard Efficient	7.00	4.80	4.00	4.44	4.45	2.78	5.00	4.46
No Program	Future	5.00		0.00	5.50	5.50	1.00	1.50	2.86
	Replaced	2.50	5.43	3.33	5.21	5.07	4.21	4.10	4.29
	High Efficient	1.00	0.00	0.00	8.00	8.00	3.50	2.50	3.07
	Standard Efficient	1.33	4.50	3.33	5.44	4.93	4.70	3.56	4.01
Audit Only	Future	5.66		3.50	2.50	2.96	4.33	4.02	4.01
	Replaced	3.21	5.94	1.00	5.48	5.34	3.89	3.89	4.19
	High Efficient	2.67	0.00	1.00	4.95	4.51	2.92	2.68	3.29
	Standard Efficient	3.76	10.00	0.00	4.18	4.85	3.96	5.10	4.81

Motors Barriers

-- High Efficiency More of a Hassle --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.67	3.00		3.71	3.52	4.40	7.50	4.93
	Replaced	5.57	4.00	5.00	5.28	5.09	3.53	5.25	4.88
	High Efficient	6.00	2.00	0.00	5.33	4.40	3.14	6.00	5.04
	Standard Efficient	5.50	5.33	5.00	5.46	5.40	3.91	5.50	5.24
No Program	Future	5.00		10.00	3.00	4.85	1.00	1.00	2.61
	Replaced	3.30	5.71	4.00	5.20	5.19	4.05	5.05	4.88
	High Efficient	1.00	0.00	0.00	8.00	8.00	2.75	4.50	4.44
	Standard Efficient	2.67	6.50	4.00	5.56	5.49	4.70	5.44	5.20
Audit Only	Future	4.99		4.50	3.33	3.75	3.43	2.86	3.34
	Replaced	4.72	4.45	1.63	4.27	3.99	4.85	3.93	4.11
	High Efficient	2.67	0.00	1.00	4.81	4.39	5.64	3.52	3.93
	Standard Efficient	6.09	8.00	1.00	2.67	2.98	4.74	4.72	4.55

Motors Barriers

-- Touting High Efficiency for Own Benefit --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	5.33	2.33		5.46	4.56	4.47	6.50	5.16
	Replaced	5.67	5.90	3.67	4.31	4.51	4.13	5.00	4.63
	High Efficient	8.00	5.50	0.00	3.78	4.26	3.86	6.67	5.35
	Standard Efficient	5.00	5.60	3.67	4.35	4.45	3.36	4.00	4.22
No Program	Future	10.00		10.00	3.00	4.85	1.00	1.50	3.17
	Replaced	3.55	4.00	3.33	3.86	3.83	3.38	3.65	3.67
	High Efficient	1.00	0.00	0.00	0.00	0.00	2.50	2.50	2.43
	Standard Efficient	3.86	4.25	3.33	4.00	3.94	4.60	4.44	4.23
Audit Only	Future	4.10		3.00	3.67	3.43	5.54	3.23	3.81
	Replaced	3.78	5.00	4.00	4.40	4.39	5.29	4.65	4.60
	High Efficient	4.00	0.00	5.00	5.26	5.23	5.32	3.31	4.20
	Standard Efficient	3.90	5.00	0.00	4.30	4.38	4.83	5.02	4.80

Motors Barriers

-- Someone Else Gathers Benefits of High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	5.67	3.17		5.86	5.13	4.56	7.50	5.70
	Replaced	5.50	5.25	4.00	4.16	4.33	4.17	4.75	4.48
	High Efficient	8.00	4.50	0.00	4.67	4.62	3.29	5.25	4.75
	Standard Efficient	3.50	6.00	4.00	4.40	4.62	4.83	2.00	4.01
No Program	Future	5.00		10.00	5.50	6.69	1.00	2.00	3.87
	Replaced	3.00	3.43	4.00	5.44	4.90	4.05	3.55	3.94
	High Efficient	1.00	0.00	0.00	2.00	2.00	2.50	2.00	2.02
	Standard Efficient	3.57	4.25	4.00	5.80	5.26	5.80	5.67	5.37
Audit Only	Future	4.14		3.50	4.00	3.82	7.13	2.27	3.66
	Replaced	3.53	4.55	8.00	4.54	4.79	5.46	4.22	4.47
	High Efficient	3.67	0.00	10.00	5.85	6.30	5.76	4.02	4.93
	Standard Efficient	3.81	1.00	0.00	4.64	4.22	5.81	5.21	5.02

Motors Barriers

-- High Efficiency Has More Performance Problems --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	3.33	2.83		4.62	4.10	4.15	1.50	3.27
	Replaced	4.20	3.70	5.33	3.81	3.88	3.32	2.00	3.12
	High Efficient	8.00	3.00		3.25	3.17	3.14	1.00	2.22
	Standard Efficient	8.00	4.80	5.33	4.04	4.27	3.36	1.50	3.50
No Program	Future				3.50	3.50	5.00	2.50	2.96
	Replaced	3.10	3.57	3.33	3.79	3.69	3.63	3.24	3.39
	High Efficient	1.00					3.00	2.20	2.25
	Standard Efficient	3.43	3.25	3.33	3.88	3.66	4.22	3.44	3.58
Audit Only	Future	10.00		5.00	4.33	4.48	10.00	3.00	4.44
	Replaced	3.81	3.03	3.00	4.67	4.43	5.09	3.92	4.17
	High Efficient	3.31		1.00	6.43	5.83	5.00	3.09	4.31
	Standard Efficient	4.52			3.41	3.41	4.58	4.95	4.66

Motors Barriers

-- Hard to Get Financing for High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	8.33	2.00		3.62	3.15	3.93	7.50	4.88
	Replaced	7.75	2.38	4.00	3.80	3.62	3.17	3.20	3.50
	High Efficient	8.00	1.25	0.00	2.86	2.32	2.86	1.00	2.08
	Standard Efficient	5.00	4.33	4.00	3.64	3.74	3.09	1.00	3.23
No Program	Future	6.50		0.00	5.50	5.50	10.00	2.50	4.19
	Replaced	3.44	2.86	2.33	2.85	2.79	3.67	2.84	2.94
	High Efficient	0.00	0.00	0.00	1.00	1.00	2.50	2.50	2.36
	Standard Efficient	2.86	3.25	2.33	3.43	3.19	4.11	3.22	3.26
Audit Only	Future	4.14		3.00	3.33	3.26	3.87	4.10	3.83
	Replaced	3.05	4.00	3.00	5.47	5.22	4.95	3.92	4.29
	High Efficient	2.33	0.00	1.00	6.95	6.30	4.21	2.40	4.15
	Standard Efficient	4.00	0.00	0.00	4.36	4.36	3.88	4.62	4.44

Motors Barriers

-- Initial Investment for High Efficiency Too Great --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	7.67	4.00		5.57	5.14	4.94	7.00	5.74
	Replaced	7.00	4.91	5.50	5.17	5.15	4.05	3.71	4.52
	High Efficient	5.00	2.75	0.00	3.57	3.30	3.47	2.33	2.91
	Standard Efficient	5.00	7.20	5.50	5.88	6.01	4.58	3.00	5.10
No Program	Future	7.50		10.00	1.50	3.75	1.00	1.50	2.90
	Replaced	4.30	3.43	7.33	4.18	4.32	4.20	3.24	3.72
	High Efficient	2.00	0.00	0.00	1.00	1.00	4.50	2.50	2.61
	Standard Efficient	3.67	4.25	7.33	5.00	5.21	4.60	4.44	4.69
Audit Only	Future	5.28		5.00	3.67	3.96	1.00	5.41	4.45
	Replaced	4.08	3.00	4.11	5.92	5.60	5.36	3.80	4.43
	High Efficient	3.13	0.00	1.00	6.66	6.04	4.73	3.10	4.22
	Standard Efficient	4.33	0.00	6.00	6.50	6.43	5.86	4.69	5.10

Motors Barriers

-- No Resources to Monitor Operation of High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.67	4.00		3.79	3.84	4.75	6.00	4.71
	Replaced	6.29	6.73	5.50	4.67	5.02	4.21	4.75	4.82
	High Efficient	5.00	4.25	0.00	3.56	3.75	3.13	5.25	4.44
	Standard Efficient	5.00	7.83	5.50	4.96	5.44	5.08	4.00	5.06
No Program	Future	7.00		10.00	6.50	7.43	1.00	5.50	6.11
	Replaced	4.91	4.86	5.33	5.65	5.47	5.10	4.33	4.78
	High Efficient	2.00	0.00	0.00	8.00	8.00	6.00	4.75	5.10
	Standard Efficient	4.43	4.50	5.33	6.20	5.77	5.00	4.89	5.19
Audit Only	Future	5.39		7.50	4.00	5.26	5.46	4.95	5.16
	Replaced	4.17	5.46	5.80	6.07	6.00	5.53	3.70	4.56
	High Efficient	3.27	0.00	1.00	5.39	4.90	5.66	4.56	4.67
	Standard Efficient	4.50	0.00	8.00	6.47	6.69	5.83	3.67	4.54

Motors Barriers

-- High Efficiency Requires More Time and Training --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.00	2.83		4.07	3.73	3.94	6.00	4.54
	Replaced	4.57	3.70	3.25	4.08	3.98	3.48	3.63	3.78
	High Efficient	6.00	2.00	0.00	2.00	2.00	3.00	3.00	2.80
	Standard Efficient	5.00	4.83	3.25	4.63	4.51	4.54	3.00	4.20
No Program	Future	8.50		0.00	6.50	6.50	1.00	5.50	5.91
	Replaced	3.40	3.25	4.33	4.69	4.33	4.11	2.90	3.47
	High Efficient	1.00	0.00	0.00	10.00	10.00	4.50	3.00	3.75
	Standard Efficient	3.14	3.00	4.33	4.70	4.29	4.40	3.78	3.98
Audit Only	Future	3.99		6.50	4.00	4.90	4.65	1.73	3.30
	Replaced	3.52	7.46	4.86	4.82	4.99	5.07	3.83	4.27
	High Efficient	2.33	0.00	1.00	4.80	4.38	3.97	3.57	3.76
	Standard Efficient	4.46	0.00	8.00	5.33	5.72	6.53	4.43	4.95

Motors Barriers

-- High Efficiency Too Innovative --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.67	2.00		4.21	3.61	3.82	6.00	4.39
	Replaced	6.71	2.45	3.00	3.96	3.68	2.88	3.13	3.44
	High Efficient	6.00	1.25	0.00	2.89	2.43	1.73	3.25	2.77
	Standard Efficient	5.00	3.50	3.00	4.12	3.90	2.85	3.50	3.68
No Program	Future	2.00		1.00	1.00	1.00	1.00	1.50	1.36
	Replaced	3.50	2.63	3.67	3.47	3.31	3.62	3.29	3.34
	High Efficient	2.00	0.00	0.00	1.00	1.00	3.75	2.50	2.51
	Standard Efficient	3.86	2.80	3.67	3.70	3.51	3.90	4.22	3.89
Audit Only	Future	6.58		4.00	4.33	4.21	3.43	1.46	3.04
	Replaced	3.29	1.00	3.43	4.73	4.46	4.86	3.05	3.68
	High Efficient	1.93	0.00	1.00	5.78	5.25	2.94	2.57	3.46
	Standard Efficient	4.42	0.00	5.00	4.51	4.58	5.88	3.78	4.28

Motors Barriers

-- Operating Procedures Not Accommodate High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	7.33	2.00		4.79	4.03	3.94	2.50	3.72
	Replaced	4.17	4.58	5.50	4.83	4.83	3.90	2.75	3.93
	High Efficient	5.00	2.00	0.00	4.22	3.60	3.43	1.00	2.20
	Standard Efficient	4.00	7.33	5.50	5.31	5.63	4.15	2.50	4.68
No Program	Future	10.00		10.00	3.00	4.85	1.00	1.50	3.55
	Replaced	3.90	5.63	8.00	4.24	4.87	4.29	3.71	4.13
	High Efficient	3.00	0.00	0.00	10.00	10.00	4.25	3.25	3.98
	Standard Efficient	3.33	5.40	8.00	4.40	5.12	4.60	4.78	4.79
Audit Only	Future	7.25		3.50	3.33	3.39	3.84	3.96	4.15
	Replaced	3.73	3.48	4.86	4.65	4.60	4.59	4.02	4.23
	High Efficient	1.60	0.00	1.00	4.52	4.13	3.42	3.86	3.73
	Standard Efficient	4.83	5.00	8.00	5.19	5.53	5.07	5.25	5.23

Motors Barriers

-- High Efficiency Includes Expensive and Unnecessary Extra Features --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	3.67	2.40		4.36	3.89	4.36	3.50	3.86
	Replaced	4.00	4.18	6.25	5.02	4.97	3.98	3.38	4.19
	High Efficient	7.00	2.50	0.00	5.33	4.54	3.79	1.25	2.67
	Standard Efficient	6.00	5.40	6.25	4.65	4.93	4.58	4.50	4.81
No Program	Future	10.00		10.00	4.00	5.59	1.00	6.50	6.11
	Replaced	3.70	4.14	5.33	5.13	4.95	4.26	3.95	4.26
	High Efficient	1.00	0.00	0.00	0.00	0.00	4.25	3.75	3.70
	Standard Efficient	4.29	4.25	5.33	5.70	5.39	5.20	4.56	4.90
Audit Only	Future	4.50		7.00	3.67	4.40	4.40	2.90	3.73
	Replaced	4.98	6.99	4.86	5.41	5.45	6.18	4.12	4.77
	High Efficient	2.87	0.00	1.00	6.37	5.78	5.48	4.51	4.85
	Standard Efficient	6.67	0.00	8.00	5.52	5.88	7.00	4.46	5.20

Motors Barriers

-- Stuck w/Decision for High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	7.33	4.67		4.71	4.70	5.13	3.50	4.58
	Replaced	5.71	6.75	7.00	6.20	6.32	5.38	4.29	5.47
	High Efficient	8.00	7.00	0.00	7.11	7.08	6.36	4.00	5.51
	Standard Efficient	7.50	7.33	7.00	5.96	6.25	5.23	4.50	5.74
No Program	Future	10.00		10.00	1.00	3.38	10.00	6.00	5.75
	Replaced	5.82	5.14	5.00	5.53	5.42	4.65	5.77	5.57
	High Efficient	4.00	0.00	0.00	10.00	10.00	4.25	4.80	5.11
	Standard Efficient	7.57	5.00	5.00	5.70	5.50	5.50	6.78	6.26
Audit Only	Future	8.60		2.50	3.33	3.03	3.04	5.87	5.02
	Replaced	5.16	4.00	5.00	5.42	5.24	5.70	5.75	5.57
	High Efficient	5.20	0.00	5.00	5.38	5.34	5.96	6.20	5.79
	Standard Efficient	5.72	5.00	5.00	5.98	5.75	5.18	5.67	5.61

ASD Barriers

-- High Efficiency Requires Too Many Resources --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.00	3.67		3.17	3.32	3.92	5.00	4.05
	Replaced	6.00	1.00	1.00	3.86	2.74	3.56	4.75	4.07
No Program	Future	2.33					3.00	2.00	2.19
	Replaced	3.67			3.00	3.00	3.33	2.23	2.45
Audit Only	Future	4.50	1.00	3.00	2.50	2.30	1.50	4.00	3.21
	Replaced	5.72	1.00		8.38	7.38	2.00	2.97	3.90

ASD Barriers

-- Difficult to Find High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	3.00	6.00		3.17	4.03	2.54	5.00	3.74
	Replaced	9.00	2.33	4.00	3.50	3.30	3.00	2.00	2.80
No Program	Future	2.00					2.00	4.00	3.32
	Replaced	3.00			4.50	4.50	3.11	3.15	3.23
Audit Only	Future	8.50	1.00	5.00	2.00	2.49	3.50	3.00	3.20
	Replaced	4.71	5.00		3.64	3.82	2.00	3.39	3.46

ASD Barriers

-- High Efficiency More of a Hassle --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.00	6.67		6.67	6.67	6.23	5.00	6.00
	Replaced	8.67	2.33	3.00	4.17	3.50	3.72	3.25	3.64
No Program	Future	3.00					5.50	3.00	3.30
	Replaced	4.33			4.50	4.50	3.00	5.08	4.80
Audit Only	Future	8.00	1.00	7.00	3.00	3.51	3.50	3.50	3.59
	Replaced	6.40	1.00		7.05	6.22	8.00	5.59	5.87

ASD Barriers

-- Touting High Efficiency for Own Benefit --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.00	3.67		4.50	4.25	4.69	5.00	4.65
	Replaced	7.33	6.67	3.50	2.83	3.91	3.17	6.00	4.95
No Program	Future	1.67					5.50	2.00	2.35
	Replaced	2.00			2.00	2.00	2.44	2.62	2.54
Audit Only	Future	4.00	1.00	7.00	3.00	3.51	5.50	3.00	3.60
	Replaced	4.20	1.00		3.26	2.89	2.00	5.28	4.66

ASD Barriers

-- Someone Else Gathers Benefits of High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.00	3.67		4.20	4.02	4.31	6.00	4.73
	Replaced	7.67	2.33	1.00	2.43	2.17	3.89	5.50	4.46
No Program	Future	1.67					3.00	2.00	2.05
	Replaced	3.33			4.00	4.00	4.11	2.85	3.06
Audit Only	Future	4.00	5.00	6.00	4.00	4.68	7.50	3.50	4.49
	Replaced	4.86	1.00		2.60	2.38	8.00	2.97	3.20

ASD Barriers

-- High Efficiency Has More Performance Problems --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	3.00	2.50		4.67	4.18	3.54	6.00	4.41
	Replaced	2.33	2.33	1.00	3.14	2.60	4.50	3.75	3.61
No Program	Future	4.67					1.00	1.50	2.20
	Replaced	3.33			3.00	3.00	2.11	3.00	2.92
Audit Only	Future	3.00	1.00		3.00	2.45	2.00	4.33	3.54
	Replaced	2.43	5.00		4.79	4.81	9.00	5.17	5.19

ASD Barriers

-- Hard to Get Financing for High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.00	1.67		4.83	3.87	4.08	6.00	4.51
	Replaced	6.67	2.33	2.50	3.33	2.93	3.29	4.00	3.73
No Program	Future	3.50					1.00	1.50	1.75
	Replaced	4.67			4.00	4.00	3.63	1.75	2.21
Audit Only	Future	6.50	1.00	0.00	7.50	5.70	2.00	5.25	5.05
	Replaced	3.71	1.00		4.55	4.07	2.00	3.30	3.42

ASD Barriers

-- Initial Investment for High Efficiency Too Great --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.00	6.50		5.83	5.98	4.92	5.00	5.33
	Replaced	7.67	1.00	3.00	2.17	2.03	3.83	2.00	2.67
No Program	Future	4.67					3.00	1.50	2.37
	Replaced	3.33			5.50	5.50	4.67	3.00	3.33
Audit Only	Future	9.00	1.00	0.00	6.00	4.61	4.50	3.75	4.26
	Replaced	4.29	1.00		7.19	6.17	1.00	2.78	3.32

ASD Barriers

-- No Resources to Monitor Operation of High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.00	6.00		5.33	5.54	4.92	2.00	4.40
	Replaced	5.00	1.00	4.50	3.86	3.31	4.28	2.00	2.94
No Program	Future	3.33					3.00	5.00	4.39
	Replaced	3.00			3.00	3.00	3.67	3.15	3.19
Audit Only	Future	8.50	1.00	5.00	3.50	3.32	3.00	4.75	4.41
	Replaced	6.71	1.00		4.79	4.27	8.00	3.78	4.22

ASD Barriers

-- High Efficiency Requires More Time and Training --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.00	3.33		5.17	4.61	3.46	4.00	4.09
	Replaced	7.33	2.33	1.50	3.57	2.95	4.11	3.75	3.80
No Program	Future	2.67					1.00	4.50	3.68
	Replaced	3.00			2.00	2.00	3.56	2.69	2.75
Audit Only	Future	6.00	1.00	7.00	4.00	4.06	2.50	4.00	3.82
	Replaced	6.72	1.00		5.79	5.13	7.00	3.10	3.86

ASD Barriers

-- High Efficiency Too Innovative --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.00	1.33		5.33	4.12	2.62	5.00	3.88
	Replaced	7.67	2.33	2.50	4.43	3.63	3.00	1.50	2.58
No Program	Future	2.67					5.50	2.50	2.90
	Replaced	2.33			2.50	2.50	1.78	2.15	2.14
Audit Only	Future	4.50	1.00	0.00	4.50	3.53	1.00	3.50	3.07
	Replaced	6.43	1.00		6.93	6.13	2.00	2.44	3.31

ASD Barriers

-- Operating Procedures Not Accommodate High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	7.00	5.00		4.50	4.65	4.85	2.00	4.08
	Replaced	7.33	2.33	3.50	4.67	3.88	2.83	1.50	2.56
No Program	Future	2.67					1.00	4.50	3.68
	Replaced	3.00			3.00	3.00	2.00	2.69	2.65
Audit Only	Future	9.00	1.00	7.00	5.00	4.62	1.00	2.25	2.98
	Replaced	6.43	1.00		3.56	3.21	8.00	1.82	2.67

ASD Barriers

-- High Efficiency Includes Expensive and Unnecessary Extra Features --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.00	3.67		4.50	4.25	4.38	2.00	3.75
	Replaced	5.33	2.33	5.50	4.33	4.05	4.22	3.75	3.99
No Program	Future	4.67					3.50	4.50	4.41
	Replaced	4.00			3.50	3.50	3.11	4.75	4.46
Audit Only	Future	6.50	1.00	0.00	4.50	3.53	1.00	4.75	4.21
	Replaced	4.43	1.00		6.77	5.98	8.00	5.53	5.71

ASD Barriers

-- Stuck w/Decision for High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.00	4.00		7.67	6.55	4.15	2.00	4.43
	Replaced	6.67	5.33	2.50	6.71	5.70	5.94	3.75	4.82
No Program	Future	4.00					3.00	2.00	2.56
	Replaced	6.67			4.00	4.00	5.22	4.23	4.42
Audit Only	Future	5.00	10.00	7.00	3.50	5.70	6.50	7.25	6.69
	Replaced	4.86	10.00		4.99	5.67	2.00	5.39	5.25

EMS Barriers

-- High Efficiency Requires Too Many Resources --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.38	3.13	4.50	4.56	4.27	3.10	6.50	5.10
	Replaced	5.14	2.89	1.00	3.17	2.96	2.60	5.50	3.97
No Program	Future	7.00	7.00		6.13	6.19	5.50	3.20	4.66
	Replaced	5.50	2.00		2.67	2.40	3.60	3.22	3.17
Audit Only	Future	5.78	4.73	5.00	3.80	4.13	10.00	3.98	4.24
	Replaced	5.07	3.17	1.00	4.18	3.67	3.88	3.83	3.86

EMS Barriers

-- Difficult to Find High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.71	3.63	3.00	4.31	4.10	3.00	5.00	4.30
	Replaced	4.86	2.33	2.50	2.91	2.65	3.00	5.50	3.80
No Program	Future	0.00	7.00		6.88	6.89	3.00	3.00	4.63
	Replaced	3.50	2.67		2.33	2.46	4.00	2.11	2.36
Audit Only	Future	3.43	1.33	5.50	4.09	3.80	1.00	5.31	4.58
	Replaced	6.59	3.81	1.00	6.09	5.01	3.56	2.91	3.89

EMS Barriers

-- High Efficiency More of a Hassle --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.25	4.00	3.00	5.77	5.26	3.60	5.00	5.10
	Replaced	4.57	2.44	2.50	3.00	2.76	2.83	3.50	3.19
No Program	Future	0.00	4.00		6.13	5.83	5.50	3.40	4.59
	Replaced	2.33	2.67		2.67	2.67	2.20	3.11	2.92
Audit Only	Future	4.36	1.99	5.00	2.87	2.98	1.00	3.30	3.21
	Replaced	4.87	3.48	2.00	4.87	4.27	4.17	3.26	3.82

EMS Barriers

-- Touting High Efficiency for Own Benefit --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.88	4.13	3.00	5.22	4.89	4.90	7.75	5.89
	Replaced	5.57	4.25	2.00	2.40	3.10	5.17	5.50	4.38
No Program	Future	3.00	7.50		4.38	4.81	3.50	4.00	4.30
	Replaced	6.67	3.00		2.67	2.80	7.00	3.33	3.66
Audit Only	Future	3.93	1.66	7.50	4.30	4.25	10.00	3.96	4.17
	Replaced	6.27	3.39	1.00	4.74	4.09	3.02	3.94	4.01

EMS Barriers

-- Someone Else Gathers Benefits of High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	5.29	3.88	3.00	4.96	4.64	4.40	4.33	4.57
	Replaced	5.43	2.25	2.50	3.25	2.85	4.00	5.50	4.05
No Program	Future	3.00	3.00		4.38	4.18	5.50	2.50	3.30
	Replaced	2.33	4.67		2.67	3.45	6.40	2.33	2.83
Audit Only	Future	5.79	2.02	10.00	3.91	4.33	1.00	3.08	3.65
	Replaced	5.87	4.81	1.00	3.76	3.90	3.37	3.15	3.60

EMS Barriers

-- High Efficiency Has More Performance Problems --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	3.57	2.63	2.00	5.22	4.46	4.90	3.75	4.17
	Replaced	4.71	3.25	2.00	3.27	3.20	4.00	9.50	5.45
No Program	Future	0.00	5.00		4.25	4.35	3.50	2.00	3.14
	Replaced	3.00	6.67		2.67	4.24	5.00	3.56	3.78
Audit Only	Future	5.70	2.68	10.00	5.41	5.22	1.00	4.66	4.82
	Replaced	5.93	3.65	1.00	3.59	3.44	3.67	4.51	4.12

EMS Barriers

-- Hard to Get Financing for High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	4.71	2.38	3.00	4.96	4.30	3.40	6.33	4.85
	Replaced	4.57	3.00	1.00	3.80	3.36	4.20	1.00	2.79
No Program	Future	5.00	9.00		5.25	5.77	1.00	3.60	4.51
	Replaced	3.67	2.33		4.33	3.55	4.60	3.00	3.27
Audit Only	Future	6.70	1.00	1.00	5.59	4.47	10.00	4.21	4.50
	Replaced	1.67	4.32	1.00	5.63	4.90	7.33	3.39	4.45

EMS Barriers

-- Initial Investment for High Efficiency Too Great --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	7.13	4.38	5.50	5.08	4.96	4.40	7.75	6.06
	Replaced	5.29	2.67	3.00	4.08	3.48	4.00	5.50	4.33
No Program	Future	4.00	6.50		6.38	6.39	10.00	3.20	4.90
	Replaced	1.00	3.33		6.00	4.68	4.40	3.33	3.54
Audit Only	Future	6.00	2.77	5.00	3.57	3.57	1.00	3.24	3.45
	Replaced	5.67	4.37	3.00	5.27	4.88	5.32	3.58	4.36

EMS Barriers

-- No Resources to Monitor Operation of High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	5.75	3.50	3.00	5.67	5.10	3.90	5.33	5.11
	Replaced	4.29	3.44	4.50	4.50	4.12	4.80	5.50	4.60
No Program	Future	8.00	5.00		5.13	5.11	10.00	5.67	5.63
	Replaced	4.00	1.67		7.67	5.30	2.60	2.44	3.05
Audit Only	Future	5.57	2.26	5.50	3.85	3.70	1.00	3.71	3.77
	Replaced	6.47	4.57	2.00	4.13	4.10	4.75	3.70	4.13

EMS Barriers

-- High Efficiency Requires More Time and Training --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	5.75	3.63	3.00	5.44	4.93	3.20	5.50	5.04
	Replaced	4.71	2.78	4.50	3.42	3.28	4.20	5.50	4.18
No Program	Future	6.00	5.00		5.50	5.43	5.00	4.17	4.75
	Replaced	2.00	1.67		2.00	1.87	3.40	2.78	2.62
Audit Only	Future	4.43	4.39	1.00	3.37	3.25	1.00	3.14	3.22
	Replaced	3.87	3.77	2.00	3.55	3.50	3.02	3.83	3.62

EMS Barriers

-- High Efficiency Too Innovative --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	5.38	4.00	2.00	5.15	4.75	2.90	5.50	4.90
	Replaced	4.43	1.89	4.50	2.83	2.64	3.50	5.50	3.76
No Program	Future	4.00	3.00		5.00	4.72	7.50	3.67	4.23
	Replaced	3.50	1.67		2.67	2.27	2.20	2.56	2.51
Audit Only	Future	5.57	2.77	2.00	3.26	3.01	1.00	3.22	3.24
	Replaced	3.07	3.77	1.00	4.88	4.33	4.46	2.57	3.43

EMS Barriers

-- Operating Procedures Not Accommodate High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.75	2.63	5.00	5.42	4.84	3.20	4.50	4.72
	Replaced	4.57	2.88	4.50	3.25	3.24	4.40	5.50	4.18
No Program	Future	9.00	5.50		5.25	5.28	6.00	4.33	4.87
	Replaced	3.00	4.67		7.33	6.28	4.40	1.89	2.94
Audit Only	Future	5.21	3.54	2.00	4.77	4.19	1.00	3.39	3.73
	Replaced	5.21	4.79	1.00	6.21	5.43	6.48	2.68	4.18

EMS Barriers

-- High Efficiency Includes Expensive and Unnecessary Extra Features --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	6.13	3.00	4.50	6.00	5.34	4.80	6.25	5.67
	Replaced	4.29	3.50	2.00	3.27	3.23	3.60	6.50	4.41
No Program	Future	0.00	3.50		6.00	5.65	6.00	3.60	4.63
	Replaced	3.00	3.67		5.67	4.88	6.00	4.33	4.51
Audit Only	Future	5.57	3.02	3.00	4.11	3.79	1.00	3.49	3.68
	Replaced	5.34	4.38	1.00	5.43	4.81	7.33	5.18	5.30

EMS Barriers

-- Stuck w/Decision for High Efficiency --

(shading denotes significant difference from Edison results at the 90% confidence level)

Service Territory	Result	GS-1	GS-2 Office	GS-2 Retail	GS-2 Other Commercial	GS-2 Total Commercial	GS-2 Industrial	TOU	Total
Edison	Future	7.00	6.13	3.50	5.88	5.80	5.10	5.50	5.71
	Replaced	4.00	5.67	5.00	3.00	4.10	3.00	6.00	4.56
No Program	Future	10.00	5.50		5.88	5.82	5.50	3.00	4.38
	Replaced	3.00	4.33		2.67	3.32	2.80	4.89	4.38
Audit Only	Future	5.64	3.68	3.00	5.33	4.77	10.00	4.35	4.66
	Replaced	4.13	4.58	3.00	4.51	4.42	5.96	7.23	5.97

Factor Analysis of Barrier Results

Background and Introduction

Questions were developed to gather information systematically about market barriers that may be operating within Edison's territory and outside of the territory. These questions were organized by the Scoping Study market barriers. While it would have been preferable to base them, as well, on a systematic and complete market characterization for each technology, this was impossible due to budget constraints. Instead, the questions were crafted based on the barrier definitions and on the basis of considerable expert judgment regarding the technologies and their markets.

One approach to the systematic measurement of barriers identified in the Scoping Study would have been to measure those that represented barriers that were felt actually to be operating in the market. This would have been particularly feasible if a market characterization study had been completed. However, even if such a basis for selecting barriers to be measured was possible, we would have attempted to measure barriers in all categories. This decision was based on the idea that, when we believe that a barrier is not operating in a particular market (technology-based as well as geographically-based markets), the truth of this opinion should not be assumed but tested. Thus, we expected to see some barriers receive high scores, and others low ones.

It would also have been preferable to ask several questions related to each barrier so that measurement error could have been separated from the expected correlations among the conceptual market barriers. That is, when multiple indicators of a single concept are used, it is possible to test their level of reliability in measuring the concept by considering the intercorrelations among them. If several barriers are measured in this way, the correlations of the indicators of each barrier can be compared to the correlations of indicators across barriers. If all are correlated equally (within and among barriers) there is very strong evidence that the barriers are not separate at all. On the other hand, if the indicators across barriers are correlated, but not as highly correlated as the indicators within a barrier, then there is evidence that the barriers are separate but correlated. Without having multiple indicators of each barrier, this type of analysis is impossible.

It was anticipated that the barriers, as measured, would be intercorrelated to some degree at least. This expectation was based on a practical understanding of the barriers, and on the expectation stated in the Scoping study itself. Thus, the factor analysis was undertaken to determine whether a number of barriers could be treated as one; i.e., the barriers were so intercorrelated that they would be most efficiently treated as a few factors rather than as a lot of individual items. Our own theoretical thinking led us to expect three or four factors.

Results of Factor Analyses

The first round of factor analyses on the barrier questions resulted in one factor that accounted for all 14 items. This was true of both orthogonal and oblique rotations. Based

on past experience, further runs were done on subsets of the data that might allow for more distinctions to be made among items. For instance, those respondents who were not knowledgeable about a particular technology may not provide much useful or analyzable variance. Similarly, those who had actually purchased a relevant technology may be in a better position to give usable answers to barrier questions than those who are simply anticipating a purchase. Each of these subgroups was explored with separate analyses. However, the results were the same: one factor was found.

Further exploration of the data showed that 157 of 4,400 respondents (3.6%) gave exactly the same answer on all 14 barrier questions. Clearly, this subset of respondents would be contributing to the unitary nature of the factor findings. Thus, analyses were undertaken for that larger subgroup from whom varying responses were elicited across barrier questions. This subset produced better results, especially when analyzing the actual purchasers and excluding the future purchasers. The answers to questions were analyzed without reference to the technology on which each answer was based. This decision was based on the idea that, while barrier scores are certainly expected to vary among technologies, there is no reason to expect the factor *structure* to be different for different technologies. This reasoning was tested by doing separate analyses for each technology. As would be expected, the smaller samples associated with individual technologies yielded somewhat different results, but not dramatically so. The differences by technology were relatively minor. Thus, it was considered justified to base study results on the larger samples that go across technologies as well as territories.

Both orthogonal and oblique solutions were completed, with both yielding very similar results. For both, two factors emerged with eigenvalues of 1.0 or greater. The relative loadings of each variable were very similar for the two rotations; i.e., for most variables, the variable's higher loading was on the same factor under both rotations. The differences between the two approaches was mainly that the orthogonal method accentuated the loading differences so that the factors were more distinguishable. Based on the oblique rotation, the two factors were correlated at .566.

The variance explained was, of course, the same for both solutions: 48.3 percent. However, it was not possible to calculate the variance attributed uniquely to each within the oblique rotation because of the shared variance between the two. Within the orthogonal rotation, the first factor explained about 40 percent of the variance, while the second factor explained about eight percent.

Using the Factors

Eleven of the barrier items loaded onto one of the two factors at .5 or higher. The other three items failed to distinguish adequately between the two factors, and were eliminated from further analysis. The factors were somewhat disappointing in that they are not conceptually clear. Some interpretations of their underlying meaning was possible, but they were not especially compelling. This presented analysts with a dilemma. On one hand, the meaning of the factors was somewhat vague, making it difficult to use them with confidence for policy decisions. On the other hand, one factor consists of six items,

all of which have loadings over .5, with the highest two being over .8. The other factor includes five items with loadings above .5, with the highest being over .7. These loadings are very strong. They imply that there is, indeed, some underlying structure in these responses, even if the meaning of it is less than clear. It was difficult to ignore this fact. More difficult still was the thought of using each of the barrier items in statistical tests (t-tests of differences between means, for example) as if they were independent of one another. This really is not justifiable. Doing so would mean a misleading sense of the consistency of findings based on multiple significant tests that really only would reflect the similarity in the barrier items used in the tests.

Our solution was to use the two factors in their orthogonal form, weighting factor means by the appropriate loadings, making the factors maximally independent of one another. This decision was supported by the fact that the results of the comparisons of territories and technologies, purchasers versus future purchases, etc., on these factors was theoretically interpretable—they made sense. This may seem contrary to the above statement that the factors were not clearly interpretable. However, the unclarity of meaning should not be exaggerated. The items that clustered together clearly were not randomly grouped. The meanings were fairly abstract, but they were interpretable. Thus, the decision was made to use the factors as the basis for theoretical comparisons, rather than make comparisons based on 14 items, among which many dependencies exist.

The results of the orthogonal and oblique analyses are presented on the following pages. The sample on which they were based consisted of all respondents to these questions across territories and across technologies. Only the 157 respondents who gave exactly the same response to every question were removed from the analysis.

ALL STATES--REPLACERS AND FUTURES, Orthogonal

Communalities[a]

	high eff requires too many resources	difficult to find high eff in area	acquiring high eff is hassle	salesmen sell high eff for own benefit	someone else gather benefits of high eff	high eff have performance problems	hard to get financing for high eff	initial investment for high eff too much
Initial	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Extraction	.419	.443	.457	.526	.417	.358	.359	.542

Communalities[a]

	not have time to monitor high eff	cannot afford proper operation high eff	high eff too innovative	purchasing dept not accomodate high eff	high eff includes expensive extras	*stuck* w/high eff once make decision
Initial	1.000	1.000	1.000	1.000	1.000	1.000
Extraction	.689	.730	.658	.535	.459	.172

Extraction Method: Principal Component Analysis.

a. Only cases for which NONZERO = barr ques vary are used in the analysis phase.

Total Variance Explained[a]

	Initial Eigenvalues			Extraction Sums of Squared Loadings			Rotation Sums of Squared Loadings		
Component	Total	% of Variance	*Cumulative* %	Total	% of Variance	*Cumulative* %	Total	% of Variance	Cumulative %
1	5.619	40.138	40.138	5.619	40.138	40.138	3.734	26.674	26.674
2	1.145	8.178	48.316	1.145	8.178	48.316	3.030	21.642	48.316
3	.977	6.978	55.294						
4	.933	6.668	61.961						
5	.837	5.978	67.939						
6	.700	4.997	72.937						
7	.630	4.502	77.438						
8	.604	4.312	81.751						
9	.547	3.908	85.658						
10	.507	3.621	89.279						
11	.449	3.205	92.484						
12	.427	3.047	95.531						
13	.347	2.480	98.011						
14	.278	1.989	100.000						

Extraction Method: Principal Component Analysis.

a. Only cases for which NONZERO = barr ques vary are used in the analysis phase.

Component Matrix[a,b]

Component	high eff requires too many resources	difficult to find high eff in area	acquiring high eff is hassle	salesmen sell high eff for own benefit	someone else gather benefits of high eff	high eff have performance problems	hard to get financing for high eff	initial investment for high eff too much
1	.646	.589	.629	.560	.513	.521	.595	.701
2	3.889E-02	.311	.248	.460	.391	.294	7.454E-02	-.223

Component Matrix[a,b]

Component	not have time to monitor high eff	cannot afford proper operation high eff	high eff too innovative	purchasing dept not accomodate high eff	high eff includes expensive extras	stuck w/high eff once make decision
1	.685	.761	.783	.710	.677	.375
2	-.469	-.388	-.211	-.176	-3.398E-02	.178

Extraction Method: Principal Component Analysis.

a. 2 components extracted.

b. Only cases for which NONZERO = barr ques vary are used in the analysis phase.

Rotated Component Matrix[a,b]

Component	high eff requires too many resources	difficult to find high eff in area	acquiring high eff is hassle	salesmen sell high eff for own benefit	someone else gather benefits of high eff	high eff have performance problems	hard to get financing for high eff	initial investment for high eff too much
1	.467	.246	.318	.128	.137	.205	.404	.678
2	.449	.619	.597	.714	.631	.562	.443	.285

Rotated Component Matrix[a,b]

Component	not have time to monitor high eff	cannot afford proper operation high eff	high eff too innovative	purchasing dept not accomodate high eff	high eff includes expensive extras	stuck w/high eff once make decision
1	.825	.831	.733	.655	.537	.170
2	8.742E-02	.199	.348	.327	.414	.379

Extraction Method: Principal Component Analysis.
Rotation Method: Varimax with Kaiser Normalization.

a. Rotation converged in 3 iterations.

b. Only cases for which NONZERO = barr ques vary are used in the analysis phase.

Component Transformation Matrix[a]

Component	1	2
1	.761	.649
2	-.649	.761

Extraction Method: Principal Component Analysis.
Rotation Method: Varimax with Kaiser Normalization.

a. Only cases for which NONZERO = barr ques vary are used in the analysis phase.

ALL STATES--REPLACERS AND FUTURES, Oblique

Communalities[a]

	high eff requires *too many* resources	difficult to find *high eff* in area	acquiring *high eff is* hassle	salesmen sell high *eff for own* benefit	someone else gather *benefits* of high eff	high eff have *performance* problems	hard to get financing *for high* eff	initial investment for high *eff too* much
Initial	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Extraction	.419	.443	.457	.526	.417	.358	.359	.542

Communalities[a]

	not have time to monitor high eff	cannot afford proper operation high eff	high eff too innovative	purchasing dept not accomodate high eff	high eff includes expensive extras	*stuck* w/high eff once make decision
Initial	1.000	1.000	1.000	1.000	1.000	1.000
Extraction	.689	.730	.658	.535	.459	.172

Extraction Method: Principal Component Analysis.

a. Only cases for which NONZERO = barr ques vary are used in the analysis phase.

Total Variance Explained[b]

Component	Initial Eigenvalues			Extraction Sums of Squared Loadings			Rotation Sums
	Total	% of Variance	Cumulative %	Total	% of Variance	Cumulative %	Total
1	5.619	40.138	40.138	5.619	40.138	40.138	4.901
2	1.145	8.178	48.316	1.145	8.178	48.316	4.371
3	.977	6.978	55.294				
4	.933	6.668	61.961				
5	.837	5.978	67.939				
6	.700	4.997	72.937				
7	.630	4.502	77.438				
8	.604	4.312	81.751				
9	.547	3.908	85.658				
10	.507	3.621	89.279				
11	.449	3.205	92.484				
12	.427	3.047	95.531				
13	.347	2.480	98.011				
14	.278	1.989	100.000				

Extraction Method: Principal Component Analysis.

a. When components are correlated, sums of squared loadings cannot be added to obtain a total variance.

b. Only cases for which NONZERO = barr ques vary are used in the analysis phase.

Component Matrix[a,b]

Component	high eff requires too many resources	difficult to find high eff in area	acquiring high eff is hassle	salesmen sell high eff for own benefit	someone else gather benefits of high eff	high eff have performance problems	hard to get financing for high eff	initial investment for high eff too much
1	.646	.589	.629	.560	.513	.521	.595	.701
2	3.889E-02	.311	.248	.460	.391	.294	7.454E-02	-.223

Component Matrix[a,b]

Component	not have time to monitor high eff	cannot afford proper operation high eff	high eff too innovative	purchasing dept not accomodate high eff	high eff includes expensive extras	stuck w/high eff once make decision
1	.685	.761	.783	.710	.677	.375
2	-.469	-.388	-.211	-.176	-3.398E-02	.178

Extraction Method: Principal Component Analysis.

a. 2 components extracted.

b. Only cases for which NONZERO = barr ques vary are used in the analysis phase.

Pattern Matrix[a,b]

Component	high eff requires too many resources	difficult to find high eff in area	acquiring high eff is hassle	salesmen sell high eff for own benefit	someone else gather benefits of high eff	high eff have performance problems	hard to get financing for high eff	initial investment for high eff too much
1	.374	5.734E-02	.148	-.115	-7.392E-02	3.070E-02	.304	.679
2	.357	.632	.581	.784	.684	.580	.372	9.266E-02

Pattern Matrix[a,b]

Component	not have time to monitor high eff	cannot afford proper operation high eff	high eff too innovative	purchasing dept not accomodate high eff	high eff includes expensive extras	stuck w/high eff once make decision
1	.922	.888	.720	.637	.469	5.723E-02
2	-.189	-6.145E-02	.146	.149	.291	.380

Extraction Method: Principal Component Analysis.
Rotation Method: Oblimin with Kaiser Normalization.

a. Rotation converged in 11 iterations.

b. Only cases for which NONZERO = barr ques vary are used in the analysis phase.

Structure Matrix[a]

Component	high eff requires too many resources	difficult to find high eff in area	acquiring high eff is hassle	salesmen sell high eff for own benefit	someone else gather benefits of high eff	high eff have performance problems	hard to get financing for high eff	initial investment for high eff too much
1	.577	.415	.477	.329	.314	.359	.515	.732
2	.569	.664	.665	.719	.643	.598	.544	.478

Structure Matrix[a]

Component	not have time to monitor high eff	cannot afford proper operation high eff	high eff too innovative	purchasing dept not accomodate high eff	high eff includes expensive extras	stuck w/high eff once make decision
1	.815	.853	.802	.721	.634	.272
2	.334	.441	.554	.510	.557	.412

Extraction Method: Principal Component Analysis.
Rotation Method: Oblimin with Kaiser Normalization.

a. Only cases for which NONZERO = barr ques vary are used in the analysis phase.

Component Correlation Matrix[a]

Component	1	2
1	1.000	.566
2	.566	1.000

Extraction Method: Principal Component Analysis.
Rotation Method: Oblimin with Kaiser Normalization.

a. Only cases for which NONZERO = barr ques vary are used in the analysis phase.

LIGHTING VENDORS WITHIN EDISON'S SERVICE TERRITORY

Q1. Hello, this is _____. I'm calling from Quantum Consulting, a management consulting firm in Berkeley, California. I'm calling on behalf of Southern California Edison. Does your company sell, install, manufacture, or distribute commercial fluorescent lighting equipment? (e.g., fluorescent lighting installed in office buildings, such as T8 lamps, electronic ballasts, T12 lamps, and magnetic ballasts)

IF Q1=NO:
Thank you for your time.

IF Q1=YES:
Q2. Who would be the best person to talk with about your company's sales of commercial fluorescent lighting equipment? **(Record contact name)**

Q3. May I speak with <CONTACT>?

IF Q3=NOT AVAILABLE:
Q4. When is usually a good time to reach <CONTACT>? **(Record best time and try at a later date to interview)**

IF Q3=AVAILABLE, ASK Q5 TO CONTACT:
Q5. Hello, this is _____. I'm calling from Quantum Consulting, a management consulting firm in Berkeley, California. I'm calling on behalf of Southern California Edison and was told that you were the best person to talk with about your company's sales of commercial fluorescent lighting equipment. Is this correct?

IF Q5=NO:
Go to Q2 and repeat cycle.

IF Q5=YES:
Q6. Quantum Consulting is working with Southern California Edison and the California Public Utilities Commission to help design more attractive programs. To support this effort, we'd like to ask you a few questions regarding the effects of Edison's program on your business. Would you be available for 10-15 minutes to discus your perceptions about market barriers and the penetration of energy efficient lighting equipment in your market?

IF Q6=NO:
Thank you for your time.

IF Q6=YES:
Before we start, I want to let you know that your answers to these questions are strictly confidential and will only be used to develop aggregate indications of market barriers and market composition.

CONDUCT LIGHTING INTERVIEW

SOUTHERN CALIFORNIA EDISON LIGHTING VENDOR SURVEY

Vendor Name: _____

Contact Name: _____

Phone Number: _____

Service Territory: _____

Date: _____

The first set of questions ask about your experiences in selling lighting equipment. I am going to read a list of statements which may or may not apply to your experiences in selling lighting equipment. On a scale of 1 to 10, where 1 means you strongly disagree and 10 means you strongly agree, please indicate whether you agree or disagree with each of the statements. If you are unable to answer because you do not know, please let me know.

Q101. _____ It is difficult to find a good supplier of high efficient lighting equipment.

Q102. _____ Our company cannot easily get delivery of high efficient lighting equipment that we need for our customers.

Q103. _____ It is more of a hassle to sell high efficient lighting equipment than standard equipment.

Q104. _____ It is difficult to clearly explain the value of energy efficiency to customers as part of the sales effort for high efficient lighting equipment.

Q105. _____ Our company does not receive any added value from promoting high efficient lighting equipment.

Q106. _____ Our company is unwilling to stake our reputation on the reliability of high efficient lighting equipment.

Q107. _____ The additional cost and effort needed to install and service high efficient lighting equipment is not worthwhile to our company.

Q108. _____ Selling high efficient lighting equipment could damage our company's reputation for quality products and services.

Q109. _____ Our company could sell more high efficient lighting equipment if we were able to get them with just the particular features our customers need.

Q110. _____ If our company began to focus on high efficient lighting equipment, we could lose sales to competitors who sell less expensive standard equipment.

The next set of questions ask about your opinion regarding the attitudes of your customers toward energy efficiency. Instead of a 1-10 scale, these questions will use a 1-6 scale.

Q201. _____ On a scale of 1 to 6, with 1 being extremely unimportant and 6 being extremely important, how important is energy efficiency to your customers when replacing their lighting equipment?

Q202. _____ On a scale of 1 to 6, with 1 being extremely uninformed and 6 being extremely informed, how informed are your customers of the energy efficient lighting equipment options available to them?

Q203. _____ On a scale of 1 to 6, with 1 being extremely unreceptive and 6 being extremely receptive, how receptive are your customers to installing energy efficient lighting equipment?

Q204. _____ On a scale of 1 to 6, with 1 being extremely unimportant and 6 being extremely important, how important is improving energy efficiency to your customers so that they can reduce their operating costs?

Q205. _____ On a scale of 1 to 6, with 1 being extremely unimportant and 6 being extremely important, how important are your customers' energy concerns compared to their other business concerns?

Next, I would like to ask about the factors contributing to changes energy efficient lighting equipment.

Q206. On a scale of 1 to 6, with 1 being not at all influential and 6 being extremely influential, how influential are the following factors in contributing to changes in the installation of energy efficient equipment:

a. _____ Changes in government standards
b. _____ Product improvements
c. _____ Distributor/dealer marketing efforts
d. _____ Overall economic trends
e. _____ Changes in energy costs
f. _____ Competitors
g. _____ Cost reductions
h. _____ Utility rebate programs
i. _____ Utility audit and information programs
j. _____ Other conservation programs (e.g., EPA Greenlights Program)
k. _____ Environmental concerns
l. _____ Other m. Specify: _____

Next, I would like to ask about your company's sales of lighting equipment. I want to emphasize that the information you provide is strictly confidential and will be used for statistical purposes only. First, I would like to ask you about your sales when you replace BOTH lamps and ballasts for the following four technology combinations:

a. T8 Lamps with Electronic Ballasts
b. Energy Saver Lamps with Electronic Ballasts
c. Energy Saver Lamps with Non-Electronic Ballasts
d. T12 Lamps with Non-Electronic Ballasts

Q301. In 1996, what is your estimate of the percent breakdown of your fluorescent lighting equipment sales for each of these four combinations? What was this breakdown in 1995?

		Q301-1996	Q302-1995	Q302-DK1995
a.	T8 Lamps with Electronic Ballasts	_____	_____	_____
b.	Energy Saver Lamps with Electronic Ballasts	_____	_____	_____
c.	Energy Saver Lamps with Non-Electronic Ballasts	_____	_____	_____
d.	T12 Lamps with Non-Electronic Ballasts	_____	_____	

(If DK 1995, ask if the percent of T8 Lamps with Electronic Ballasts was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Then do the same for Energy Saver Lamps with Electronic Ballasts and Energy Saver Lamps with Non-Electronic Ballasts. Record responses under Q302-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower. Do not ask for T12 Lamps with Non-Electronic Ballasts.)

Q303. On a scale of 1 to 6, with 1 being never available and 6 being always available, how available were T8 lamps from your manufacturers in 1996? How available were they in 1995?

Q303-1996	**Q304-1995**
_____	_____

Q305. _____ On average, what is the percent difference in price between T8 lamps and T12 lamps from your manufacturers?
(If DK percent difference, ask T8 Price: _____ and T12 Price: _____)

Q306. On a scale of 1 to 6, with 1 being never available and 6 being always available, how available were electronic ballasts from your manufacturers in 1996? How available were they in 1995?

Q306-1996	**Q307-1995**
_____	_____

Q308. _____ On average, what is the percent difference in price between electronic ballasts and magnetic ballasts from your manufacturers?
(If DK percent difference, ask Electronic Price: _____ and Magnetic Price: _____)

Q309. In 1996, what percent of your fluorescent fixture sales included reflectors? What was the percent in 1995?

Q309-1996	**Q310-1995**	**Q310-DK1995**
_____	_____	_____

(If DK 1995, ask if the percent was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses in Q310-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower.)

Q311. _____ Does your company install energy management systems?

IF SELL ENERGY MANAGEMENT SYSTEMS ASK Q312 AND Q313; ELSE ASK Q401

Q312. In 1996, what percent of your lighting installations also included energy management systems? What was the percent in 1995?

Q312-1996	**Q313-1995**	**Q313-DK1995**
_____	_____	_____

(If DK 1995, ask if the percent was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses in Q313-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower.)

Finally, I would like to ask you a couple of questions regarding your company.

IF EDISON SERVICE TERRITORY ASK Q401-Q403; ELSE ASK Q404

Q401. _____ Approximately what percent of your sales are within Edison's service territory?

Q402. _____ Is your company aware of commercial and industrial programs offered by Edison?

IF AWARE ASK Q403; ELSE ASK Q404

Q403. _____ Has your company participated in any of Edison's commercial or industrial programs?

Q404. _____ How many years has your company been in business?

Q405. _____ How many people are employed at your company?

Q406. _____ About how many fixtures did your company sell during 1996?

1 = < 50,000 2 = 50,000 - 100,000 3 = 100,000 - 250,000
4 = 250,000 - 500.000 5 = 500,000 - 1,000,000 6 = 1,000,000 +

Q407. _____ What is your position with the company?

Q408. Those are all the questions I have for you today. Do you have any final comments or suggestions?

_____

Lighting Vendor Technologies (Weighted by Fixtures)

Result	Edison	No-Program	Audit-Only
N	27	24	26
1996 - % T8 Lamps and Electronic Ballasts	42.0%	32.8%	37.0%
1996 - % Energy Saver Lamps and Electronic Ballasts	10.8%	4.8%	12.3%
1996 - % Energy Saver Lamps and Magnetic Ballasts	25.8%	1.1%	5.6%
1996 - % T12 Lamps and Magnetic Ballasts	21.4%	61.3%	45.1%
1995 - % T8 Lamps and Electronic Ballasts	27.7%	20.5%	21.4%
1995 - % Energy Saver Lamps and Electronic Ballasts	4.6%	4.5%	3.7%
1995 - % Energy Saver Lamps and Magnetic Ballasts	16.7%	1.2%	7.1%
1995 - % T12 Lamps and Magnetic Ballasts	51.1%	73.8%	67.8%
1996 - T8 Lamp Availability (1 to 6 scale)	5.84	5.98	5.07
1995 - T8 Lamp Availability (1 to 6 scale)	5.10	4.60	3.54
% Difference in Cost - T8 Lamps v. T12 Lamps	35.2%	39.5%	33.1%
1996 - Electronic Ballast Availability (1 to 6 scale)	4.57	5.37	4.76
1995 - Electronic Ballast Availability (1 to 6 scale)	3.38	4.56	2.91
% Difference in Cost - Electronic Ballasts v. Magnetic Ballasts	45.4%	25.9%	30.4%
1996 - % Reflectors	25.1%	28.7%	63.1%
1995 - % Reflectors	24.7%	28.5%	50.3%
1996 - % EMS	3.1%	0.5%	9.3%
1995 - % EMS	1.6%	0.5%	9.1%

Lighting Vendor Barriers and Attitudes

Result	Edison	No-Program	Audit-Only
N	27	24	26
Barriers (agreement on 1 to 10 scale)			
Difficult to Find Good Supplier of EE	2.85	2.13	2.62
Cannot Easily Get Delivery of EE	1.89	2.04	2.38
More of a Hassle to Sell EE	3.89	4.00	4.69
Difficult to Explain Value of EE	4.19	3.79	4.62
No Added Value from Promoting EE	4.93	4.83	7.62
Unwilling to Stake Reputation on Reliability of EE	2.78	2.88	3.62
Additional Cost and Effort to Install and Service EE Not Worthwhile	2.00	2.25	3.12
Selling EE Could Damage Reputation for Quality	1.70	1.67	2.00
Sell More EE If Had Just Particular Features Customers Need	4.19	1.83	5.08
Lose Sales to Competitors Selling Standard	5.67	5.04	5.50
Mean of All Barriers	**3.41**	**3.05**	**4.12**
Attitudes (1 to 6 scale)			
Importance of EE to Customers	4.04	3.00	3.85
How Informed Customers Are of EE Options	2.44	2.54	2.50
How Receptive Customers Are to Installing EE Equipment	4.00	3.00	3.19
Importance of EE to Customers to Reduce Operating Costs	4.19	3.50	4.65
Importance of Customer's Energy Concerns Compared to Other Business Concerns	4.19	3.50	4.65
Mean of All Attitude Questions	**3.77**	**3.11**	**3.77**

HVAC VENDORS WITHIN EDISON'S SERVICE TERRITORY

Q1. Hello, this is _____. I'm calling from Quantum Consulting, a management consulting firm in Berkeley, California. I'm calling on behalf of Southern California Edison. Does your company sell, install, manufacture, or distribute commercial HVAC equipment within Southern California Edison's service territory?

IF Q1=NO:
Thank you for your time.

IF Q1=YES:
Q2. Who would be the best person to talk with about your company's sales of commercial HVAC equipment? **(Record contact name)**

Q3. May I speak with <CONTACT>?

IF Q3=NOT AVAILABLE:
Q4. When is usually a good time to reach <CONTACT>? **(Record best time and try at a later date to interview)**

IF Q3=AVAILABLE, ASK Q5 TO CONTACT:
Q5. Hello, this is _____. I'm calling from Quantum Consulting, a management consulting firm in Berkeley, California. I'm calling on behalf of Southern California Edison and was told that you were the best person to talk with about your company's sales of commercial HVAC equipment. Is this correct?

IF Q5=NO:
Go to Q2 and repeat cycle.

IF Q5=YES:
Q6. Quantum Consulting is working with Southern California Edison and the California Public Utilities Commission to help design more attractive programs. To support this effort, we'd like to ask you a few questions regarding the effects of Edison's program on your business. Would you be available for 10-15 minutes to discus your perceptions about market barriers and the penetration of energy efficient HVAC equipment in your market?

IF Q6=NO:
Thank you for your time.

IF Q6=YES:
Before we start, I want to let you know that your answers to these questions are strictly confidential and will only be used to develop aggregate indications of market barriers and market composition.

CONDUCT HVAC INTERVIEW

SOUTHERN CALIFORNIA EDISON HVAC VENDOR SURVEY

Vendor Name: _____

Contact Name: _____

Phone Number: _____

Service Territory: _____

Date: _____

The first set of questions ask about your experiences in selling HVAC equipment. I am going to read a list of statements which may or may not apply to your experiences in selling HVAC equipment. On a scale of 1 to 10, where 1 means you strongly disagree and 10 means you strongly agree, please indicate whether you agree or disagree with each of the statements. If you are unable to answer because you do not know, please let me know.

Q101. _____ It is difficult to find a good supplier of high efficient HVAC equipment.

Q102. _____ Our company cannot easily get delivery of high efficient HVAC equipment that we need for our customers.

Q103. _____ It is more of a hassle to sell high efficient HVAC equipment than standard equipment.

Q104. _____ It is difficult to clearly explain the value of energy efficiency to customers as part of the sales effort for high efficient HVAC equipment.

Q105. _____ Our company does not receive any added value from promoting high efficient HVAC equipment.

Q106. _____ Our company is unwilling to stake our reputation on the reliability of high efficient HVAC equipment.

Q107. _____ The additional cost and effort needed to install and service high efficient HVAC equipment is not worthwhile to our company.

Q108. _____ Selling high efficient HVAC equipment could damage our company's reputation for quality products and services.

Q109. _____ Our company could sell more high efficient HVAC equipment if we were able to get them with just the particular features our customers need.

Q110. _____ If our company began to focus on high efficient HVAC equipment, we could lose sales to competitors who sell less expensive standard equipment.

The next set of questions ask about your opinion regarding the attitudes of your customers toward energy efficiency. Instead of a 1-10 scale, these questions will use a 1-6 scale.

Q201. _____ On a scale of 1 to 6, with 1 being extremely unimportant and 6 being extremely important, how important is energy efficiency to your customers when replacing their HVAC equipment?

Q202. _____ On a scale of 1 to 6, with 1 being extremely uninformed and 6 being extremely informed, how informed are your customers of the energy efficient HVAC equipment options available to them?

Q203. _____ On a scale of 1 to 6, with 1 being extremely unreceptive and 6 being extremely receptive, how receptive are your customers to installing energy efficient HVAC equipment?

Q204. _____ On a scale of 1 to 6, with 1 being extremely unimportant and 6 being extremely important, how important is improving energy efficiency to your customers so that they can reduce their operating costs?

Q205. _____ On a scale of 1 to 6, with 1 being extremely unimportant and 6 being extremely important, how important are your customers' energy concerns compared to their other business concerns?

Next, I would like to ask about the factors contributing to changes in the installation of energy efficient HVAC equipment over the past 3 years.

Q206. On a scale of 1 to 6, with 1 being not at all influential and 6 being extremely influential, how influential are the following factors in contributing to changes in the installation of energy efficient equipment:

a. _____ Changes in government standards
b. _____ Product improvements
c. _____ Distributor/dealer marketing efforts
d. _____ Overall economic trends
e. _____ Changes in energy costs
f. _____ Competitors
g. _____ Cost reductions
h. _____ Utility rebate programs
i. _____ Utility audit and information programs
j. _____ Other conservation programs
k. _____ Environmental concerns
l. _____ Other m. Specify: _____

Next, I would like to ask you a few questions about your company's installations of HVAC equipment. I want to emphasize that the information you provide is strictly confidential and will be used for statistical purposes only. First, I would like to ask you about the percent breakdown of your company's high efficient HVAC equipment sales for the following four technologies:

a. Single-phase unitary equipment less than 65,000 BTU
b. Three-phase unitary equipment less than 65,000 BTU
c. Three-phase unitary equipment between 65,000 and 135,000 BTU
d. Three-phase unitary equipment over 135,000 BTU

The first set of questions will focus on single-phase unitary equipment less than 65,000 BTU.

Q301. _____ Of the total units your company sells, what percent are single-phase unitary equipment less than 65,000 BTU? **IF 0 SKIP TO Q307**

Q302. Defining high efficient as 11 SEER and higher and standard efficient as less than 11 SEER, what percent of your 1996 sales of this equipment was high efficient? What was this percent in 1995?

		Q302-1996	Q303-1995	Q303-DK1995
a.	11+ SEER	_____	_____	_____
b.	Less Than 11 SEER	_____	_____	

(If DK 1995, ask if the percent of 11+ SEER was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses under Q303-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower. Do not ask for Less Than 11 SEER.)

Q304. On a scale of 1 to 6, with 1 being never available and 6 being always available, how available were these energy efficient systems in 1996? How available were they in 1995?

Q304-1996	Q305-1995
_____	_____

Q306. _____ On average, what is the percent difference in price between these standard efficient units and energy efficient units from your manufacturers?
(If DK percent difference, ask Standard Price: _____ and Energy Efficient Price: _____)

The next set of questions will focus on three-phase unitary equipment less than 65,000 BTU.

Q307. _____ Of the total units your company sells, what percent are three-phase unitary equipment less than 65,000 BTU? **IF 0 SKIP TO Q313**

Q308. Defining high efficient as 10.4 EER and higher and standard efficient as less than 10.4 EER, what percent of your 1996 sales of this equipment was high efficient? What was this percent in 1995?

		Q308-1996	Q309-1995	Q309-DK1995
a.	10.4 + EER	_____	_____	_____
b.	Less Than 10.4 EER	_____	_____	

(If DK 1995, ask if the percent of 10.4 + EER was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses under Q309-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower. Do not ask for Less Than 10.4 EER.)

Q310. On a scale of 1 to 6, with 1 being never available and 6 being always available, how available were these energy efficient systems in 1996? How available were they in 1995?

Q310-1996	Q311-1995
_____	_____

Q312. _____ On average, what is the percent difference in price between these standard efficient units and energy efficient units from your manufacturers?
(If DK percent difference, ask Standard Price: _____ and Energy Efficient Price: _____)

The next set of questions will focus on unitary equipment between 65,000 BTU and 135,000 BTU.

Q313. _____ Of the total units your company sells, what percent are unitary equipment between 65,000 BTU and 135,000 BTU? **IF 0 SKIP TO Q319**

Q314. Defining high efficient as 10 EER and higher and standard efficient as less than 10 EER, what percent of your 1996 sales of this equipment was high efficient? What was this percent in 1995?

		Q314-1996	Q315-1995	Q315-DK1995
a.	10 + EER	_____	_____	_____
b.	Less Than 10 EER	_____	_____	

(If DK 1995, ask if the percent of 10 + SEER was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses under Q315-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower. Do not ask for Less Than 10 EER.)

Q316. On a scale of 1 to 6, with 1 being never available and 6 being always available, how available were these energy efficient systems in 1996? How available were they in 1995?

Q316-1996	Q317-1995
_____	_____

Q318. _____ On average, what is the percent difference in price between these standard efficient units and energy efficient units from your manufacturers?
(If DK percent difference, ask Standard Price: _____ and Energy Efficient Price: _____)

The next set of questions will focus on unitary equipment with 135,000 BTU or more.

Q319. _____ Of the total units your company sells, what percent are unitary equipment with 135,000 BTU or more? **IF 0 SKIP TO Q325**

Q320. Defining high efficient as 9.5 EER and higher and standard efficient as less than 9.5 EER, what percent of your 1996 sales of this equipment was high efficient? What was this percent in 1995?

		Q320-1996	Q321-1995	Q321-DK1995
a.	9.5 + EER	_____	_____	_____
b.	Less Than 9.5 EER	_____	_____	

(If DK 1995, ask if the percent of 9.5 + EER was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses under Q321-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower. Do not ask for Less Than 9.5 EER.)

Q322. On a scale of 1 to 6, with 1 being never available and 6 being always available, how available were these energy efficient HVAC systems in 1996? How available were they in 1995?

Q322-1996	Q323-1995
_____	_____

Q324. _____ On average, what is the percent difference in price between these standard efficient units and energy efficient units from your manufacturers?
(If DK percent difference, ask Standard Price: _____ and Energy Efficient Price: _____)

Q325. _____ Does your company install energy management systems?

IF SELL ENERGY MANAGEMENT SYSTEMS ASK Q326 AND Q327; ELSE ASK Q401

Q326. In 1996, what percent of your HVAC installations also included energy management systems? What was this percent in 1995?

Q326-1996	Q327-1995	Q327-DK1995
_____	_____	_____

(If DK 1995, ask if the percent was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses in Q327-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower.)

Finally, I would like to ask you a couple of questions regarding your company.

IF EDISON SERVICE TERRITORY ASK Q401-Q403; ELSE ASK Q404

Q401. _____ Approximately what percent of your sales are within Edison's service territory?

Q402. _____ Is your company aware of commercial and industrial programs offered by Edison?

IF AWARE ASK Q403; ELSE ASK Q404

Q403. _____ Has your company participated in any of Edison's commercial or industrial programs?

Q404. _____ How many years has your company been in business?

Q405. _____ How many people are employed at your company?

Q406. _____ Approximately how many HVAC units did your company install/sell/distribute/manufacture during 1996?

1 = < 500 2 = 500 - 1,000 3 = 1,000 - 2,500
4 = 2,500 - 5,000 5 = 5,000 - 10,000 6 = 10,000 +

Q407. _____ What is your position with the company?

Q408. Those are all the questions I have for you today. Do you have any final comments or suggestions?

HVAC Contractor Technologies (Weighted by Units)

Result	Edison	No-Program	Audit-Only
N	24	25	22
1996 - Overall % High Efficient	34.8%	51.4%	67.3%
1995 - Overall % High Efficient	31.3%	46.3%	63.1%
1996 - Overall High Efficient Availability (1 to 6 scale)	5.37	5.70	5.76
1995 - Overall High Efficient Availability (1 to 6 scale)	5.15	5.61	5.68
% Overall Difference in Cost - High v. Standard	25.2%	35.2%	25.5%
1996 - % EMS	3.1%	0.2%	11.2%
1995 - % EMS	2.5%	0.2%	10.6%
% Units Single-Phase LT 65,000 BTU	54.8%	49.4%	64.7%
1996 - % High Efficient	28.1%	35.1%	66.7%
1995 - % High Efficient	23.3%	28.2%	62.9%
1996 - High Efficient Availability (1 to 6 scale)	5.58	5.91	5.81
1995 - High Efficient Availability (1 to 6 scale)	5.23	5.91	5.81
% Difference in Cost - High v. Standard	24.8%	31.4%	24.9%
% Units Three-Phase LT 65,000 BTU	22.8%	7.7%	8.8%
1996 - % High Efficient	39.1%	50.9%	45.0%
1995 - % High Efficient	36.8%	42.5%	41.4%
1996 - High Efficient Availability (1 to 6 scale)	5.46	5.45	5.43
1995 - High Efficient Availability (1 to 6 scale)	5.33	5.45	5.14
% Difference in Cost - High v. Standard	26.9%	36.8%	29.8%
% Units Three-Phase 65,000-135,000 BTU	16.5%	35.6%	19.6%
1996 - % High Efficient	48.8%	68.5%	74.8%
1995 - % High Efficient	47.3%	65.9%	67.0%
1996 - High Efficient Availability (1 to 6 scale)	5.00	5.65	5.64
1995 - High Efficient Availability (1 to 6 scale)	5.00	5.48	5.36
% Difference in Cost - High v. Standard	24.1%	37.4%	23.0%
% Units Three-Phase GT 135,000 BTU	5.9%	7.3%	6.9%
1996 - % High Efficient	41.9%	78.6%	81.1%
1995 - % High Efficient	39.8%	77.1%	81.1%
1996 - High Efficient Availability (1 to 6 scale)	4.06	4.86	6.00
1995 - High Efficient Availability (1 to 6 scale)	4.06	4.43	6.00
% Difference in Cost - High v. Standard	24.7%	47.9%	32.8%

Overall HVAC Vendor Barriers and Attitudes

Result	Edison	No-Program	Audit-Only
N	29	25	25
Barriers (agreement on 1 to 10 scale)			
Difficult to Find Good Supplier of EE	2.24	2.00	1.52
Cannot Easily Get Delivery of EE	2.03	2.36	1.48
More of a Hassle to Sell EE	4.93	3.76	3.72
Difficult to Explain Value of EE	5.45	3.20	3.24
No Added Value from Promoting EE	5.59	5.16	4.56
Unwilling to Stake Reputation on Reliability of EE	2.28	2.16	2.84
Additional Cost and Effort to Install and Service EE Not Worthwhile	2.07	1.76	1.84
Selling EE Could Damage Reputation for Quality	1.38	1.20	1.36
Sell More EE If Had Just Particular Features Customers Need	3.59	3.04	3.24
Lose Sales to Competitors Selling Standard	5.66	4.88	4.60
Mean of All Barriers	**3.52**	**2.95**	**2.84**
Attitudes (1 to 6 scale)			
Importance of EE to Customers	3.88	4.48	4.76
How Informed Customers Are of EE Options	3.41	3.28	3.80
How Receptive Customers Are to Installing EE Equipment	3.55	3.92	4.28
Importance of EE to Customers to Reduce Operating Costs	4.31	4.76	4.84
Importance of Customer's Energy Concerns Compared to Other Business Concerns	2.90	3.68	3.80
Mean of All Attitude Questions	**3.61**	**4.02**	**4.30**

MOTORS VENDORS WITHIN EDISON'S SERVICE TERRITORY

Q1. Hello, this is _____. I'm calling from Quantum Consulting, a management consulting firm in Berkeley, California. I'm calling on behalf of Southern California Edison. Does your company sell, install, manufacture, or distribute commercial motors within Southern California Edison's service territory?

IF Q1=NO:
Thank you for your time.

IF Q1=YES:
Q2. Who would be the best person to talk with about your company's sales of commercial motors? **(Record contact name)**

Q3. May I speak with <CONTACT>?

IF Q3=NOT AVAILABLE:
Q4. When is usually a good time to reach <CONTACT>? **(Record best time and try at a later date to interview)**

IF Q3=AVAILABLE, ASK Q5 TO CONTACT:
Q5. Hello, this is _____. I'm calling from Quantum Consulting, a management consulting firm in Berkeley, California. I'm calling on behalf of Southern California Edison and was told that you were the best person to talk with about your company's sales of commercial motors. Is this correct?

IF Q5=NO:
Go to Q2 and repeat cycle.

IF Q5=YES:
Q6. Quantum Consulting is working with Southern California Edison and the California Public Utilities Commission to help design more attractive programs. To support this effort, we'd like to ask you a few questions regarding the effects of Edison's program on your business. Would you be available for 10-15 minutes to discus your perceptions about market barriers and the penetration of energy efficient motors in your market?

IF Q6=NO:
Thank you for your time.

IF Q6=YES:
Before we start, I want to let you know that your answers to these questions are strictly confidential and will only be used to develop aggregate indications of market barriers and market composition.

CONDUCT MOTORS INTERVIEW

MOTORS VENDORS OUTSIDE EDISON'S SERVICE TERRITORY

Q1. Hello, this is _____. I'm calling from Quantum Consulting, a management consulting firm in Berkeley, California. We are conducting a research study on barriers to energy efficiency in various equipment markets for a major electric utility and its Public Utilities Commission. Does your company sell, install, manufacture, or distribute commercial motors?

IF Q1=NO:
Thank you for your time.

IF Q1=YES:
Q2. Who would be the best person to talk with about your company's sales of commercial motors? **(Record contact name)**

Q3. May I speak with <CONTACT>?

IF Q3=NOT AVAILABLE:
Q4. When is usually a good time to reach <CONTACT>? **(Record best time and try at a later date to interview)**

IF Q3=AVAILABLE, ASK Q5 TO CONTACT:
Q5. Hello, this is _____. I'm calling from Quantum Consulting, a management consulting firm in Annapolis, Maryland. I was told that you were the best person to talk with about your company's sales of commercial motors. Is this correct?

IF Q5=NO:
Go to Q2 and repeat cycle.

IF Q5=YES:
Q6. Quantum Consulting is working with a major energy supplier and its Public Utilities Commission to conduct a study on the attitudes and equipment replacement actions of commercial and industrial customers. To support this effort, we'd like to ask a few questions about trends in the availability of energy efficient equipment. Would you be available for 10-15 minutes to discus your perceptions about market barriers and the penetration of energy efficient motors in your market?

IF Q6=NO:
Thank you for your time.

IF Q6=YES:
Before we start, I want to let you know that your answers to these questions are strictly confidential and will only be used to develop aggregate indications of market barriers and market composition.

CONDUCT MOTORS INTERVIEW

SOUTHERN CALIFORNIA EDISON MOTORS VENDOR SURVEY

Vendor Name: _____

Contact Name: _____

Phone Number: _____

Service Territory: _____

Date: _____

The first set of questions ask about your experiences in selling motors. I am going to read a list of statements which may or may not apply to your experiences in selling motors. On a scale of 1 to 10, where 1 means you strongly disagree and 10 means you strongly agree, please indicate whether you agree or disagree with each of the statements. If you are unable to answer because you do not know, please let me know.

Q101. _____ It is difficult to find a good supplier of high efficient motors.

Q102. _____ Our company cannot easily get delivery of high efficient motors that we need for our customers.

Q103. _____ It is more of a hassle to sell high efficient motors than standard motors.

Q104. _____ It is difficult to clearly explain the value of energy efficiency to customers as part of the sales effort for high efficient motors.

Q105. _____ Our company does not receive any added value from promoting high efficient motors.

Q106. _____ Our company is unwilling to stake our reputation on the reliability of high efficient motors.

Q107. _____ The additional cost and effort needed to install and service high efficient motors is not worthwhile to our company.

Q108. _____ Selling high efficient motors could damage our company's reputation for quality products and services.

Q109. _____ Our company could sell more high efficient motors if we were able to get them with just the particular features our customers need.

Q110. _____ If our company began to focus on high efficient motors, we could lose sales to competitors who sell less expensive standard equipment.

The next set of questions ask about your opinion regarding the attitudes of your customers toward energy efficiency. Instead of a 1-10 scale, these questions will use a 1-6 scale.

Q201. _____ On a scale of 1 to 6, with 1 being extremely unimportant and 6 being extremely important, how important is energy efficiency to your customers when replacing their motors?

Q202. _____ On a scale of 1 to 6, with 1 being extremely uninformed and 6 being extremely informed, how informed are your customers of the energy efficient motor options available to them?

Q203. _____ On a scale of 1 to 6, with 1 being extremely unreceptive and 6 being extremely receptive, how receptive are your customers to installing energy efficient motors?

Q204. _____ On a scale of 1 to 6, with 1 being extremely unimportant and 6 being extremely important, how important is improving energy efficiency to your customers so that they can reduce their operating costs?

Q205. _____ On a scale of 1 to 6, with 1 being extremely unimportant and 6 being extremely important, how important are your customers' energy concerns compared to their other business concerns?

Next, I would like to ask about the factors contributing to changes in the installation of energy efficient motors over the past 3 years.

Q206. On a scale of 1 to 6, with 1 being not at all influential and 6 being extremely influential, how influential are the following factors in contributing to changes in the installation of energy efficient equipment:

a. _____ Changes in government standards
b. _____ Product improvements
c. _____ Distributor/dealer marketing efforts
d. _____ Overall economic trends
e. _____ Changes in energy costs
f. _____ Competitors
g. _____ Cost reductions
h. _____ Utility rebate programs
i. _____ Utility audit and information programs
j. _____ Other conservation programs
k. _____ Environmental concerns
l. _____ Other m. Specify: _____

Next, I would like to ask you a few questions about your company's installations of motors. I want to emphasize that the information you provide is strictly confidential and will be used for statistical purposes only. First, I would like to ask you about the percent breakdown of your company's high efficient motor sales for the following four technologies:

a. Motors Less than 10 HP
b. Motors Between 10 and 25 HP
c. Motors Between 25 and 100 HP
d. Motors Greater than 100 HP

The first set of questions will focus on motors less than 10 HP.

Q301. _____ Of the total motors your company sells, what percent are less than 10 HP? **IF 0 SKIP TO Q307**

Q302. In 1996, what percent of your sales of these motors met NEMA Nominal Efficiency Standards? What was this percent in 1995?
EXAMPLE: QUALIFYING EFFICIENCY OF 87.5 FOR A 5 HP MOTOR

		Q302-1996	Q303-1995	Q303-DK1995
a.	Met Standards	_____	_____	_____
b.	Not Met Standards	_____	_____	

(If DK 1995, ask if the percent that met standards was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses under Q303-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower. Do not ask for Not Met.)

Q304. On a scale of 1 to 6, with 1 being never available and 6 being always available, how available were these energy efficient motors in 1996? How available were they in 1995?

Q304-1996	Q305-1995
_____	_____

Q306. _____ On average, what is the percent difference in price between these standard efficient motors and energy efficient motors from your manufacturers?
(If DK percent difference, ask Standard Price: _____ and Energy Efficient Price: _____)

The next set of questions will focus on motors between 10 and 25 HP.

Q307. _____ Of the total motors your company sells, what percent are between 10 and 25 HP?
IF 0 SKIP TO Q313

Q308. In 1996, what percent of your sales of these motors met NEMA Nominal Efficiency Standards? What was this percent in 1995?
EXAMPLE: QUALIFYING EFFICIENCY OF 91.0 FOR A 20 HP MOTOR

		Q308-1996	Q309-1995	Q309-DK1995
a.	Met Standards	_____	_____	_____
b.	Not Met Standards	_____	_____	

(If DK 1995, ask if the percent that met standards was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses under Q309-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower. Do not ask for Not Met.)

Q310. On a scale of 1 to 6, with 1 being never available and 6 being always available, how available were these energy efficient motors in 1996? How available were they in 1995?

Q310-1996	Q311-1995
_____	_____

Q312. _____ On average, what is the percent difference in price between these standard efficient motors and energy efficient motors from your manufacturers?
(If DK percent difference, ask Standard Price: _____ and Energy Efficient Price: _____)

The next set of questions will focus on motors between 25 and 100 HP.

Q313. _____ Of the total motors your company sells, what percent are between 25 and 100 HP?
IF 0 SKIP TO Q319

Q314. In 1996, what percent of your sales of these motors met NEMA Nominal Efficiency Standards? What was this percent in 1995?
EXAMPLE: QUALIFYING EFFICIENCY OF 93.0 FOR A 50 HP MOTOR

		Q314-1996	Q315-1995	Q315-DK1995
a.	Met Standards	_____	_____	_____
b.	Not Met Standards	_____	_____	

(If DK 1995, ask if the percent that met standards was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses under Q315-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower. Do not ask for Not Met.)

Q316. On a scale of 1 to 6, with 1 being never available and 6 being always available, how available were these energy efficient motors in 1996? How available were they in 1995?

Q316-1996	Q317-1995
_____	_____

Q318. _____ On average, what is the percent difference in price between these standard efficient motors and energy efficient motors from your manufacturers?
(If DK percent difference, ask Standard Price: _____ and Energy Efficient Price: _____)

The next set of questions will focus on motors greater than 100 HP.

Q319. _____ Of the total motors your company sells, what percent are greater than 100 HP?
IF 0 SKIP TO Q325

Q320. In 1996, what percent of your sales of these motors met NEMA Nominal Efficiency Standards? What was this percent in 1995?
EXAMPLE: QUALIFYING EFFICIENCY OF 95.0 FOR A 150 HP MOTOR

		Q320-1996	Q321-1995	Q321-DK1995
a.	Met Standards	_____	_____	_____
b.	Not Met Standards	_____	_____	

(If DK 1995, ask if the percent that met standards was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses under Q321-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower. Do not ask for Not Met.)

Q322. On a scale of 1 to 6, with 1 being never available and 6 being always available, how available were these energy efficient motors in 1996? How available were they in 1995?

Q322-1996	Q323-1995
_____	_____

Q324. _____ On average, what is the percent difference in price between these standard efficient motors and energy efficient motors from your manufacturers?
(If DK percent difference, ask Standard Price: _____ and Energy Efficient Price: _____)

Q325. _____ Does your company sell adjustable speed drives?

IF SELL ADJUSTABLE SPEED DRIVES ASK Q326 AND Q327; ELSE ASK Q401

Q326. In 1996, what percent of your motor installations also included adjustable speed drives? What was this percent in 1995?

Q326-1996	Q327-1995	Q327-DK1995
_____	_____	_____

(If DK 1995, ask if the percent was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses in Q327-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower.)

Finally, I would like to ask you a couple of questions regarding your company.

IF EDISON SERVICE TERRITORY ASK Q401-Q403; ELSE ASK Q404

Q401. _____ Approximately what percent of your sales are within Edison's service territory?

Q402. _____ Is your company aware of commercial and industrial programs offered by Edison?

IF AWARE ASK Q403; ELSE ASK Q404

Q403. _____ Has your company participated in any of Edison's commercial or industrial programs?

Q404. _____ How many years has your company been in business?

Q405. _____ How many people are employed at your company?

Q406. _____ Approximately how many motors did your company install/sell/distribute/manufacture during 1996?
1 = < 500 2 = 500 - 1,000 3 = 1,000 - 2,500
4 = 2,500 - 5,000 5 = 5,000 - 10,000 6 = 10,000 +

Q407. _____ What is your position with the company?

Q408. Those are all the questions I have for you today. Do you have any final comments or suggestions?

Motors Vendor Technologies (Weighted by Units)

Result	Edison	No-Program and Audit-Only
N	37	16
1996 - Overall % High Efficient	69.9%	76.7%
1995 - Overall % High Efficient	65.1%	66.9%
1996 - Overall High Efficient Availability (1 to 6 scale)	5.23	4.69
1995 - Overall High Efficient Availability (1 to 6 scale)	4.65	4.15
% Overall Difference in Cost - High v. Standard	20.0%	18.7%
1996 - % ASD	5.4%	18.0%
1995 - % ASD	5.5%	21.3%
% Motors LT 10 HP	58.8%	52.0%
1996 - % High Efficient	74.5%	70.7%
1995 - % High Efficient	67.6%	55.4%
1996 - High Efficient Availability (1 to 6 scale)	5.03	4.69
1995 - High Efficient Availability (1 to 6 scale)	4.26	4.13
% Difference in Cost - High v. Standard	20.8%	22.2%
% Motors 10-25 HP	18.5%	21.0%
1996 - % High Efficient	71.4%	81.8%
1995 - % High Efficient	69.2%	77.1%
1996 - High Efficient Availability (1 to 6 scale)	5.53	4.46
1995 - High Efficient Availability (1 to 6 scale)	4.98	3.91
% Difference in Cost - High v. Standard	20.2%	15.8%
% Motors 25-100 HP	17.9%	20.0%
1996 - % High Efficient	57.1%	82.5%
1995 - % High Efficient	55.6%	79.5%
1996 - High Efficient Availability (1 to 6 scale)	5.67	4.94
1995 - High Efficient Availability (1 to 6 scale)	5.56	4.43
% Difference in Cost - High v. Standard	18.8%	14.8%
% Motors GT 100 HP	4.8%	7.0%
1996 - % High Efficient	55.7%	89.3%
1995 - % High Efficient	54.2%	85.9%
1996 - High Efficient Availability (1 to 6 scale)	4.89	4.70
1995 - High Efficient Availability (1 to 6 scale)	4.81	4.19
% Difference in Cost - High v. Standard	13.9%	12.8%

Motors Vendor Barriers and Attitudes

Result	Edison	No-Program and Audit-Only
N	37	16
Barriers (agreement on 1 to 10 scale)		
Difficult to Find Good Supplier of EE	2.59	2.25
Cannot Easily Get Delivery of EE	2.27	1.94
More of a Hassle to Sell EE	5.32	4.13
Difficult to Explain Value of EE	4.78	4.44
No Added Value from Promoting EE	5.24	4.25
Unwilling to Stake Reputation on Reliability of EE	4.00	3.19
Additional Cost and Effort to Install and Service EE Not Worthwhile	3.05	3.69
Selling EE Could Damage Reputation for Quality	2.38	1.75
Sell More EE If Had Just Particular Features Customers Need	4.22	3.38
Lose Sales to Competitors Selling Standard	4.95	4.38
Mean of All Barriers	**3.88**	**3.34**
Attitudes (1 to 6 scale)		
Importance of EE to Customers	3.22	3.69
How Informed Customers Are of EE Options	2.78	3.63
How Receptive Customers Are to Installing EE Equipment	3.49	3.56
Importance of EE to Customers to Reduce Operating Costs	3.70	3.69
Importance of Customer's Energy Concerns Compared to Other Business Concerns	3.19	3.25
Mean of All Attitude Questions	**3.28**	**3.56**

ARCHITECTS AND ENGINEERS WITHIN EDISON'S SERVICE TERRITORY

Q1. Hello, this is _____. I'm calling from Quantum Consulting, a management consulting firm in Berkeley, California. I'm calling on behalf of Southern California Edison. Does your company specify equipment for commercial customers within Southern California Edison's service territory?

IF Q1=NO:
Thank you for your time.

IF Q1=YES:
Q2. Who would be the best person to talk with about the types of equipment your company specifies for commercial customers? **(Record contact name)**

Q3. May I speak with <CONTACT>?

IF Q3=NOT AVAILABLE:
Q4. When is usually a good time to reach <CONTACT>? **(Record best time and try at a later date to interview)**

IF Q3=AVAILABLE, ASK Q5 TO CONTACT:
Q5. Hello, this is _____. I'm calling from Quantum Consulting, a management consulting firm in Berkeley, California. I'm calling on behalf of Southern California Edison and was told that you were the best person to talk with about the types of equipment your company specifies for commercial customers. Is this correct?

IF Q5=NO:
Go to Q2 and repeat cycle.

IF Q5=YES:
Q6. Quantum Consulting is working with Southern California Edison and the California Public Utilities Commission to help design more attractive programs. To support this effort, we'd like to ask you a few questions regarding the effects of Edison's program on your business. Would you be available for 10-15 minutes to discus your perceptions about market barriers and the penetration of energy efficient equipment in your market?

IF Q6=NO:
Thank you for your time.

IF Q6=YES:
Before we start, I want to let you know that your answers to these questions are strictly confidential and will only be used to develop aggregate indications of market barriers and market composition.

CONDUCT ARCHITECTS AND ENGINEERS INTERVIEW

SOUTHERN CALIFORNIA EDISON ARCHITECT AND ENGINEER VENDOR SURVEY

Vendor Name: _____

Contact Name: _____

Phone Number: _____

Service Territory: _____

Date: _____

The first set of questions ask about your experiences in specifying energy efficient equipment. I am going to read a list of statements which may or may not apply to your experiences. On a scale of 1 to 10, where 1 means you strongly disagree and 10 means you strongly agree, please indicate whether you agree or disagree with each of the statements. If you are unable to answer because you do not know, please let me know.

Q101. _____ It is time-consuming to keep up with all the new energy-saving technologies available.

Q102. _____ Many of the energy-efficient products we would prefer to specify are not easily available to our customers.

Q103. _____ Specifying energy-efficient alternatives costs us a lot of extra time and effort.

Q104. _____ It is difficult to explain the value of energy efficiency to clients as part of the design effort for high efficient technologies.

Q105. _____ Our company does not receive any added value from promoting energy efficient technologies.

Q106. _____ Our company is unwilling to stake our reputation on the reliability of high efficient technologies.

Q107. _____ The additional cost and effort needed to design with the use of high efficient technologies is not worthwhile to our company.

Q108. _____ Designing with the use of high efficient technologies could damage our company's reputation for specifications that are "tried and true."

Q109. _____ Our company would design more projects with high efficient technologies if it were easier to get the equipment with just the features our clients need.

Q110. _____ If our company began to design projects around high efficient technologies, we could lose business to competitors who design with less expensive standard efficient technologies.

The next set of questions ask about your opinion regarding the attitudes of your customers toward energy efficiency. Instead of a 1-10 scale, these questions will use a 1-6 scale.

Q201. _____ On a scale of 1 to 6, with 1 being extremely unimportant and 6 being extremely important, how important is energy efficiency to your customers when replacing their equipment?

Q202. _____ On a scale of 1 to 6, with 1 being extremely uninformed and 6 being extremely informed, how informed are your customers of the energy efficient equipment options available to them?

Q203. _____ On a scale of 1 to 6, with 1 being extremely unreceptive and 6 being extremely receptive, how receptive are your customers to installing energy efficient equipment?

Q204. _____ On a scale of 1 to 6, with 1 being extremely unimportant and 6 being extremely important, how important is improving energy efficiency to your customers so that they can reduce their operating costs?

Q205. _____ On a scale of 1 to 6, with 1 being extremely unimportant and 6 being extremely important, how important are your customers' energy concerns compared to their other business concerns?

Next, I would like to ask about the factors contributing to changes in the installation of energy efficient equipment over the past 3 years.

Q206. On a scale of 1 to 6, with 1 being not at all influential and 6 being extremely influential, how influential are the following factors in contributing to changes in the installation of energy efficient equipment:

a. _____ Changes in government standards
b. _____ Product improvements
c. _____ Distributor/dealer marketing efforts
d. _____ Overall economic trends
e. _____ Changes in energy costs
f. _____ Competitors
g. _____ Cost reductions
h. _____ Utility rebate programs
i. _____ Utility audit and information programs
j. _____ Other conservation programs
k. _____ Environmental concerns
l. _____ Other m. Specify: _____

Next, I would like to ask you a few questions about your company's specification practices for energy efficient equipment. I want to emphasize that the information you provide is strictly confidential and will be used for statistical purposes only. First, I would like to ask you about the percent breakdown of your company's specifications for the following three technologies:

a. Fluorescent Lighting
b. Packaged HVAC Systems
c. Motors

The first set of questions will focus on fluorescent lighting.

Q301. Considering all of your fluorescent lighting specifications in 1996, what percent was specified for energy efficient equipment? What was this percent in 1995?

ENERGY EFFICIENT: T8 LAMPS WITH ELECTRONIC BALLASTS
STANDARD EFFICIENT: T12 OR ENERGY SAVER LAMPS WITH MAGNETIC BALLASTS

		Q301-1996	Q302-1995	Q302-DK1995
a.	Energy Efficient	_____	_____	_____
b.	Standard Efficient	_____	_____	

(If DK 1995, ask if the percent energy efficient was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses under Q302-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower. Do not ask for Standard.)

Q303. On a scale of 1 to 6, with 1 being never available and 6 being always available, how available were T8 lamps from manufacturers in 1996? How available were they in 1995?

Q303-1996	Q304-1995
_____	_____

Q305. _____ On average, what is the percent difference in price between T8 lamps and T12 lamps from manufacturers?
(If DK percent difference, ask T8 Price: _____ and T12 Price: _____)

Q306. On a scale of 1 to 6, with 1 being never available and 6 being always available, how available were electronic ballasts from manufacturers in 1996? How available were they in 1995?

Q306-1996	Q307-1995
_____	_____

Q308. _____ On average, what is the percent difference in price between electronic ballasts and magnetic ballasts from manufacturers?
(If DK percent difference, ask Electronic Price: _____ and Magnetic Price: _____)

Q309. In 1996, what percent of your lighting specifications also included energy management systems? What was this percent in 1995?

Q309-1996 **Q310-1995** **Q310-DK1995**

_____ _____ _____

(If DK 1995, ask if the percent was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses in Q310-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower.)

The next set of questions will focus on packaged HVAC systems.

Q311. Considering all of your packaged HVAC specifications in 1996, what percent was specified for energy efficient equipment? What was this percent in 1995?

DEFINING ENERGY EFFICIENT AS: **10.4 EER FOR UNITS LESS THAN 65,000 BTU**
10.0 EER FOR UNITS BETWEEN 65,000-135,000 BTU
9.5 EER FOR UNITS GREATER THAN 135,000 BTU

		Q311-1996	**Q312-1995**	**Q312-DK1995**
a.	Energy Efficient	_____	_____	_____
b.	Standard Efficient	_____	_____	

(If DK 1995, ask if the percent energy efficient was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses under Q312-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower. Do not ask for Standard.)

Q313. On a scale of 1 to 6, with 1 being never available and 6 being always available, how available were energy efficient HVAC systems in 1996? How available were they in 1995?

Q313-1996 **Q314-1995**

_____ _____

Q315. _____ On average, what is the percent difference in price between these standard efficient units and energy efficient units from your manufacturers?
(If DK percent difference, ask Standard Price: _____ and Energy Efficient Price: _____)

Q316. In 1996, what percent of your HVAC specifications also included energy management systems?

Q316-1996 **Q317-1995** **Q317-DK1995**

_____ _____ _____

(If DK 1995, ask if the percent was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses in Q317-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower.)

The next set of questions will focus on motors.

Q318. Considering all of your motor specifications in 1996, what percent were specified to meet NEMA Nominal Efficiency Standards? What was this percent in 1995?

NEMA NOMINAL EFFICIENCY STANDARDS: **87.5 FOR 5 HP MOTORS**
91.0 FOR 20 HP MOTORS
93.0 FOR 50 HP MOTORS
95.0 FOR 100 HP MOTORS

		Q318-1996	**Q319-1995**	**Q319-DK1995**
a.	Energy Efficient	_____	_____	_____
b.	Standard Efficient	_____	_____	

(If DK 1995, ask if the percent energy efficient was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses under Q319-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower. Do not ask for Standard.)

Q320. On a scale of 1 to 6, with 1 being never available and 6 being always available, how available were energy efficient motors in 1996? How available were they in 1995?

Q320-1996 **Q321-1995**

_____ _____

Q321. _____ On average, what is the percent difference in price between these standard efficient motors and energy efficient motors from your manufacturers?
(If DK percent difference, ask Standard Price: _____ and Energy Efficient Price: _____)

Q322. In 1996, what percent of your overall motor specifications also included adjustable speed drives?

Q322-1996 **Q323-1995** **Q323-DK1995**

_____ _____ _____

(If DK 1995, ask if the percent was lower, higher, or the same in 1995 compared to 1996. If higher or lower, ask by what percent higher or lower. Record responses in Q323-DK1995. Record 1 if the same. If not the same, record percent higher or lower using a + to denote higher and a - to denote lower.)

Finally, I would like to ask you a couple of questions regarding your company.

IF EDISON SERVICE TERRITORY ASK Q401-Q403; ELSE ASK Q404

Q401. _____ Approximately what percent of your sales are within Edison's service territory?

Q402. _____ Is your company aware of commercial and industrial programs offered by Edison?

IF AWARE ASK Q403; ELSE ASK Q404

Q403. _____ Has your company participated in any of Edison's commercial or industrial programs?

Q404. _____ How many years has your company been in business?

Q405. _____ How many people are employed at your company?

Q406. _____ Approximately how many specifications did your company make during 1996?
1 = < 500 2 = 500 - 1,000 3 = 1,000 - 2,500
4 = 2,500 - 5,000 5 = 5,000 - 10,000 6 = 10,000 +

Q407. _____ What is your position with the company?

Q408. Those are all the questions I have for you today. Do you have any final comments or suggestions?

_____

Architect and Engineer Technologies (Weighted by Specifications)

Result	N	Edison	N	No-Program	N	Audit-Only
Completes		47		29		22
1996 - % High Efficient Lighting	37	81.8%	24	59.5%	15	72.6%
1995 - % High Efficient Lighting	37	75.4%	24	45.8%	15	64.9%
1996 - T8 Lamp Availability (1 to 6 scale)	35	5.29	19	4.74	16	5.39
1995 - T8 Lamp Availability (1 to 6 scale)	35	4.71	19	4.35	16	4.78
% Difference in Cost - T8 v. T12 Lamps	17	39.7%	8	25.0%	4	45.0%
1996 - Electronic Ballast Availability (1 to 6 scale)	35	5.25	19	4.83	16	5.44
1995 - Electronic Ballast Availability (1 to 6 scale)	35	4.90	19	4.22	16	4.72
% Difference in Cost - Electronic v. Magnetic Ballasts	17	41.2%	8	34.4%	4	38.8%
1996 - % EMS w/Lighting	37	50.7%	24	15.7%	15	25.8%
1995 - % EMS w/Lighting	37	48.5%	24	14.5%	15	6.8%
1996 - % High Efficient HVAC	28	86.4%	18	74.8%	15	72.1%
1995 - % High Efficient HVAC	28	82.5%	18	64.0%	15	69.4%
1996 - High Efficient HVAC Availability (1 to 6 scale)	26	5.52	17	5.05	14	5.79
1995 - High Efficient HVAC Availability (1 to 6 scale)	26	5.27	17	4.58	14	5.64
% Difference in Cost - High v. Standard Efficient HVAC	13	19.2%	12	26.8%	3	15.7%
1996 - % EMS w/HVAC	28	57.9%	18	42.0%	15	41.2%
1995 - % EMS w/HVAC	28	54.6%	18	37.3%	15	38.4%
1996 - % High Efficient Motors	21	81.7%	9	69.4%	13	82.6%
1995 - % High Efficient Motors	21	80.0%	9	64.4%	13	77.6%
1996 - High Efficient Motors Availability (1 to 6 scale)	21	5.04	9	5.45	13	5.59
1995 - High Efficient Motors Availability (1 to 6 scale)	21	4.36	9	4.73	13	5.35
% Difference in Cost - High v. Standard Efficient Motors	12	20.4%	8	31.4%	5	22.1%
1996 - % ASD w/Motors	21	25.5%	9	35.0%	13	28.2%
1995 - % ASD w/Motors	21	24.7%	9	31.3%	13	25.3%

Architect and Engineer Barriers and Attitudes

Result	Edison	No-Program	Audit-Only
N	47	29	22
Barriers (agreement on 1 to 10 scale)			
Difficult to Find Good Supplier of EE	5.81	6.21	7.68
Cannot Easily Get Delivery of EE	4.17	4.66	4.14
More of a Hassle to Sell EE	4.64	5.21	4.09
Difficult to Explain Value of EE	4.43	5.69	5.14
No Added Value from Promoting EE	6.30	5.66	6.41
Unwilling to Stake Reputation on Reliability of EE	3.91	3.97	3.86
Additional Cost and Effort to Install and Service EE Not Worthwhile	3.26	3.31	3.27
Selling EE Could Damage Reputation for Quality	2.96	3.10	3.14
Sell More EE If Had Just Particular Features Customers Need	5.94	6.52	6.32
Lose Sales to Competitors Selling Standard	4.40	4.76	4.95
Mean of All Barriers	**4.58**	**4.91**	**4.90**
Attitudes (1 to 6 scale)			
Importance of EE to Customers	4.26	4.31	3.82
How Informed Customers Are of EE Options	3.28	2.90	2.59
How Receptive Customers Are to Installing EE Equipment	4.04	3.79	4.14
Importance of EE to Customers to Reduce Operating Costs	4.64	4.38	4.36
Importance of Customer's Energy Concerns Compared to Other Business Concerns	3.17	2.97	2.95
Mean of All Attitude Questions	**3.88**	**3.67**	**3.57**